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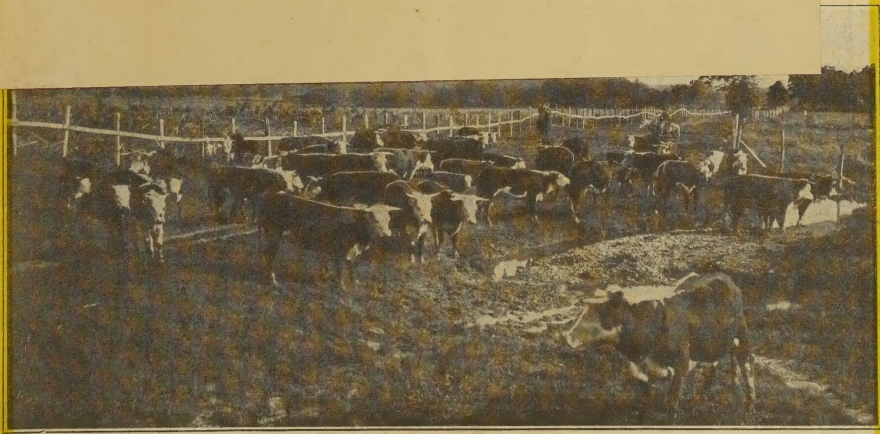


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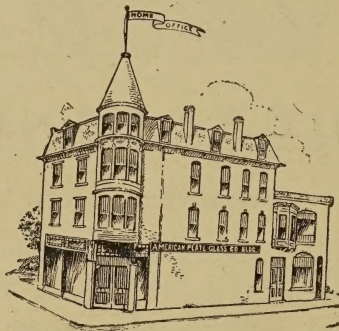
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The Missouri and North Arkansas Railroad, now building from Neosho, Missouri, to Helena, Arkansas, on the Mississippi River. 130 miles now in operation and will be completed and running trains into Neosho by Nov. 15th.

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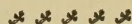
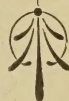
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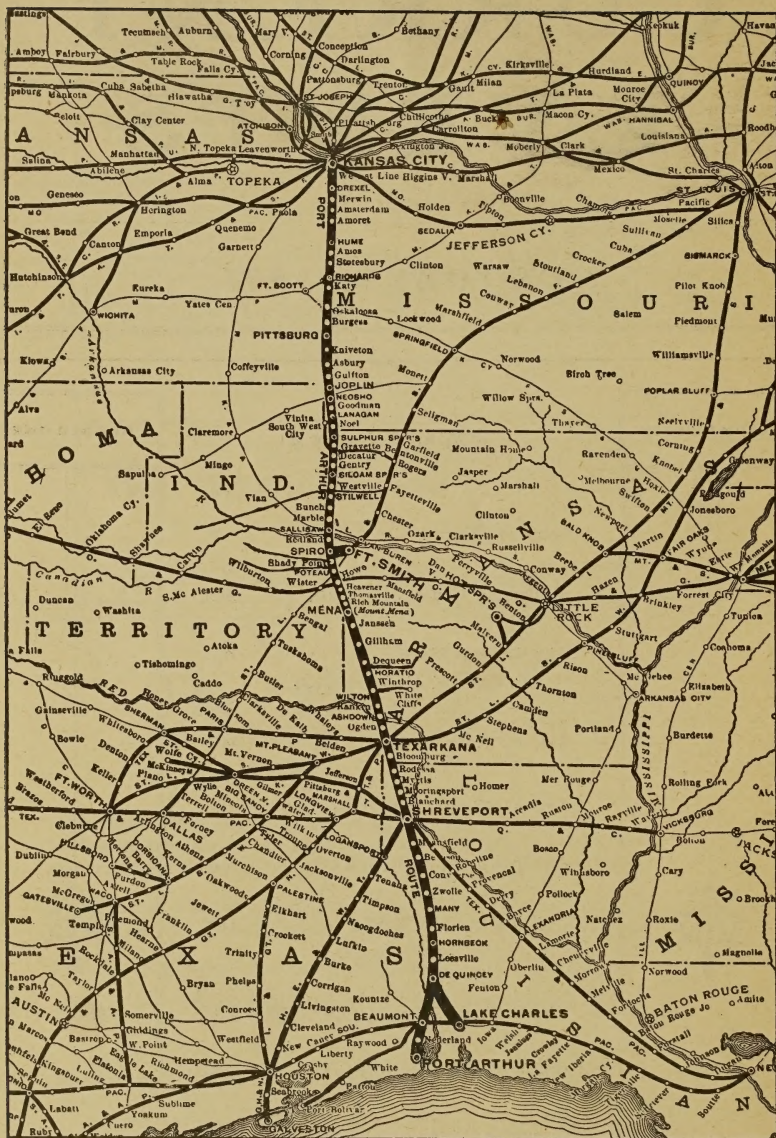
VOLUME SEVEN

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MAP OF THE KANSAS CITY SOUTHERN RAILWAY.

What is a Farm?

Looking at the farm from a business point of view, we have before us, a factory or chemical laboratory for the conversion of inert mineral matter in the soil, of the elements in the air, and the chemical activity of the sunlight, into substances which can be used as food by man and beast or for other purposes adapted to the needs of man.

The farmer should be the most competent one to run such a factory or laboratory. No complicated machinery or skilled laborers or engineers are necessary. The farmer, if he have good sound judgment, in fact be a practical man, a close observer of things pertaining to nature's work, should be able to run this factory at a profit. Many of them do and there are also many who do not.

In the selection of the site for the farm good judgment is not always applied. A man who proposes to locate a factory of any other kind, first sees to it that there is plenty of raw material and fuel available. Then he figures on the cost of the labor required. Next, he looks for a good market and when he has found one, figures on the cost of transportation to get his finished product to the man who pays the money for it. He figures on the taxes he will have to pay, on the interest on the money invested and on the remuneration he should have for his own work and risk. Having done all this, and ascertained at what point on the map he can make ends meet and have something over, he finally decides on a location. If his judgment was sound and his mathematics correct, he will in all probability succeed.

There is a greater diversity in manufacturing than there is in agricultural pursuits and the choice of the pursuit to be followed is made in the earlier period of manhood. The manufacturer or industrialist, working on a small margin, realizes early in the day that he must get all there is in the business or fail in the enterprise. His factory must work to the limit of its capacity, and the greatest amount of product must be turned out at the smallest cost.

The savings are not made in skimping the wages of his employes or by using inferior and cheap machinery, but by getting the very best machinery and the best trained men, and obtaining through these the greatest output men and machinery are capable of.

The farmer, in selecting a farm, be it for general farming operations or for specialties in agricultural lines, such as fruit growing, commercial truck gardening, dairying, or the raising of live stock, the production of rice or cotton etc., should first ascertain whether or not the land is suitable for the purposes for which it is to be used, so as to secure the greatest yield at the smallest cost and yet leave the land in better condition after harvesting a crop than it was before.

This involves the question of natural fertility, of sufficient rainfall, the condition of the roads, the proximity to town, to the railroad and large market cities, and a number of other conditions that are essential to ultimate success. Climate, quality of potable water, the cost of raising livestock and getting it to market, transportation facilities, local improvement already made, etc., must be thoroughly considered before the location of the farm is definitely determined. The selection should be made with the same care, that a manufacturer would take when he is looking for a location. Both the farmer and the manufacturer expect to have something to sell, and it behooves them to see that they can safely produce this something at the smallest cost and smallest permanent investment of their capital, and that they have the facilities for marketing that something for the largest amount of money obtainable.

The first cost of the land is as matter of course an important consideration. Land that cannot produce a good interest on its first cost may be considered worthless, though the price paid per acre may run into the hundreds of dollars. A comparatively high priced piece of land located where it will pay a good interest on its cost is a good investment. A very cheap piece of land,

be the price \$1 per acre or \$20, is not cheap if located where its products can not be profitably marketed, or if located where the rainfall is inadequate and crop failures by reason of drouth are common. Where land is timbered, the cost of the clearing, should always be figured in as part of the cost of the land. This may vary from \$3 to \$10 per acre, before a timbered farm can be called a tillable farm.

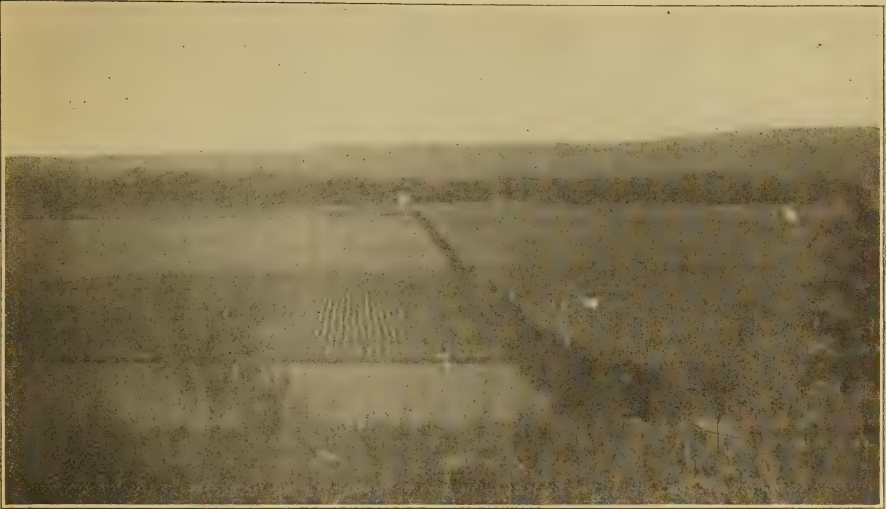
In the location of a farm it should be borne in mind that a section of country afflicted with a short, cold growing season is of necessity a one crop country. Be the land ever so rich naturally, the range of production is so limited that only one or two staple crops can be grown. If the season is a favorable one, the quantity produced is so great that the price paid for the same will be too low to be profitable. It is not good practice to put all your eggs in one basket. A much poorer quality of land, situated where there is a long growing season, is capable of producing a diversity of crops, which in the aggregate produce a greater money value, though the yield per acre may be much less.

Whether it be corn, wheat, oats or grass, there is no money in an average crop. In the northern latitudes, with short growing seasons and lands priced at very high figures, it is difficult to figure any profit on an average corn crop. The only way that a man can figure out that he is making money, on an average price, is to count his time and own labor at much less than it is truly worth. Hired men must be paid their wages and the owner of a farm cannot afford to hire himself at any less price, but in most estimates the farmers labor counts for nothing.

The average wheat crop of the United States, or particularly of Iowa, is not far from fourteen bushels per acre, worth in the market about eight dollars or less, counting two-fifths for rent. The farmer must furnish the seed, prepare the ground, cut and thresh the crop. Eight dollars on a land investment of one hundred, and seed and labor thrown in for good measure, is not much money. Thirty bushels of corn per acre, at thirty cents per bushel,

an average crop and an average price, will yield \$9 per acre, and it costs nearly \$6 per acre to raise the crop. In the north land, the farmer will always be bound to these two crops. It is possible by crop rotation, more intense farming and systematic fertilizing to bring about a greater yield, but if all did so, it probably would also bring about a lower price, and only a failure of crops in some other locality might bring about a temporary increase in value. The price placed on the land is not justified by its present earning capacity. A farmer who knows and enjoys his business and who knows a good horse, cow, hog or sheep, of course knows that it requires twelve pounds of feed to make one pound of butter, and that is cheaper to haul the butter to market than the great bulk of fodder. If the man at the other end can make a profit by buying grain and rough feed and paying freight charges on it, the farmer could certainly improve his opportunities by feeding this grain to his horses, hogs and cattle and ship these concentrated products to better advantage than the coarse raw material. If the northern farmer turn to advantage every facility presented to him, it is doubtful whether he will ever be able, under the present land values, to secure an income from such land as will pay a moderate interest on the original investment.

In the more southerly latitudes, say in Arkansas, the Indian Territory, Texas and Louisiana, by reason of the longer growing season the range of production is vastly increased, and by reason of a thinner population the land values are much lower. The lands are capable of producing any crop produced in northern latitudes and in addition a number of profitable crops not grown further north. Good land in the states mentioned, unimproved, can be held at prices ranging from \$5 to \$40 per acre. In North Louisiana, Arkansas and the Indian Territory they will produce abundantly small grain, corn, cotton, flax and the finest of fruits and commercial truck in great quantity. In Southern Texas and Louisiana rice, tobacco and sugar cane are added to the list, and alfalfa grows almost anywhere



A GRAIN FARM AT ANDERSON, MO.

from Kansas City to the Gulf. From the Missouri state line to about the center of the west line of Louisiana is the greatest commercial peach producing country in America, yielding an average revenue of \$100 per acre on land that did not cost \$10 per acre. On the same land half a thousand carloads of strawberries are produced

yielding from \$65 to \$100 per acre, apples running \$75 to \$100 per acre, cotton running \$25 to \$50 per acre, corn worth \$15 to \$20 per acre, sugar cane worth \$50 to \$150 per acre when converted into molasses, Irish potatoes, extra early, \$75 to \$100 per acre, rice running from \$30 to \$60 per acre, alfalfa, averaging five tons to the acre



CORNFIELD AT ANDERSON, MO.

and worth \$15 per ton, etc., and not only this, but several crops are frequently grown on the same land in the same year. The climate does not compel the farmer to rely on any particular crop. He grows corn for his own use and not for the market. He gets about as much per acre as the northern farmer, 20 to 70 bushels, and when he sells any the lowest price is fifty cents per bushel.

Compared with northern lands, these southern lands cost only from one-tenth to one-half, and their production in actual money varies from \$15 to \$150 per acre. A very small farm, 40 to 80 acres, will produce more revenue than 160 to 200 acres further north. The forage production, acre for acre, is double that of the northern states and the open pasturage lasts from say April 1st to January 1st and sometimes longer. Livestock can be profitably raised for half the cost, owing to the milder climate the longer duration of the open pasturage and the ease with which forage can be produced. Land in Arkansas, Texas and Louisiana which cannot produce from 25 per cent to several hundred per cent on its cost is not considered worth having.

Necessity has not compelled the native southern farmer to be either scientific or extra energetic in his agricul-

tural operations; indeed, he is credited with being lazy. Those who know him best, know that he can hustle with the best of hustlers, but his philosophy on things mundane leads him to the logical conclusion that as long as his farm yields him a comfortable living, a good income with the minimum of personal effort, there is no wisdom in carrying this effort to excess. Money grabbing is not the only pleasure on earth, and there are days when the fishing is good and a week's hunt in the forest is a delight. It's all right for the fellow who must hustle to make ends meet, but it's foolish for the man that doesn't have to. The chap that needs the commiseration is the one so poorly provided with common sense and business acumen as to waste his energies and be content with an income of \$8 or \$9 on a hundred dollar land investment, when with less than half the labor he can make from \$25 to \$100 on a ten dollar land investment.

The southern brother may not be aware of the fact, but he is much the better business man of the two, by getting himself born in a section of country where the biggest return can be secured from the cheapest land, and with the least expenditure of energy.



A FINE SHEEP COUNTRY, IS M'DONALD COUNTY, MO.

McDonald County, Missouri.

A PROSPEROUS SECTION OF THE OZARK REGION.

The western slope of the Ozark Mountain Region may be said to extend from McDonald, the most southwesterly county in Missouri, southward to Sevier County in Arkansas, the line of elevation being a very irregular one and extending more or less into the Indian Territory. The Arkansas River divides it into two irregular sections, of which the southern part is perhaps the more precipitous in its general characteristics. The Ozark Mountains are as a matter of fact not mountains at all, but rather an elevated plain, which by the erosion of the water courses going on for unnumbered ages has been cut into uneven elevated areas separated by valleys of varying width. They do not in any sense present the sterile landscape of the Rockies, but constitute a wooded fertile upland, broken in a thousand places by beautiful streams flowing through rich valley lands. In large areas the original cap rock has been almost entirely disintegrated and here the soil has been

covered more or less with gravel and pebbles of limestone which lie scattered on the surface of a deep fertile soil.

The northern most end of this western slope is occupied by the County of McDonald in Missouri and Benton county in Arkansas. These two counties are adjoining, with only an imaginary state line between them and have to all intent and purposes the same general characteristics. About the only difference between them is that Benton County has reached a higher state of development and possibly has more smooth land than McDonald, and the further difference that owing to its better development lands in Benton county are naturally higher in price.

From Kansas City to the line which separates Arkansas from Missouri the distance is 200 miles by way of the Kansas City Southern Railway. The discovery and development of coal, lead and zinc at Joplin, Mo., and Pittsburg, Kan., and in the adjacent county had the tendency to attract immigration



THE TOWN OF ANDERSON, MO.



GERMAN MILLET.

to these respective locations, particularly so as these developments were followed by extensive railroad construction. McDonald County had a short local railway line, but practically remained undeveloped territory until the Kansas City Southern Railway was built. The active settlement of the country may be said to have begun with the completion of this railroad. New towns have sprung up and great orchards and vineyards crown the ridges and uplands, and well cultivated farms are now numerous where they had been few and far between. Yet with all the improvement made there is still open to cultivation a great acreage of good and fertile land, which, were the advantages better known, would be highly attractive to the general farmer, fruit grower, truck grower and stock raiser.

The lands common to the western slope of the Ozark Region, and also of McDonald County in Missouri and Benton County in Arkansas, may be, for a better understanding, classified as follows: the bottom lands, the ridge lands and the comparatively level uplands. The bottom lands of course are found along the creeks and rivers. The

valleys, through which they flow, are, as a rule, narrow, but of exceeding fertility of soil. The soil is usually a very dark loam or black loam, and excellent for all ordinary field crops as well as potatoes, berries and commercial truck. The ridge or hill lands, while not particularly desirable for general farming purposes, are unexcelled for the cultivation of fruit, berries, grapes, etc., and take very kindly to domestic grasses sown for pasturage, such as blue grass, white clover, etc., in fact, where the timber has been removed the Japan clover, a most excellent forage plant, and many native succulent grasses take the ground and make fine pasturage. The uplands, or plateaux can be further divided into open lands and timbered lands, both being in the nature of prairies in that they vary from level to rolling lands, but are not hilly. They have a loamy, clay soil, with some gravel in places, and have not their equal for fruits and grasses. They will under proper cultivation yield very good crops of corn and grain. The loose gravel scattered over the surface in places does not in the least interfere with the cultivation of the soil, and in the cultivation of fruit and berries is of decided advantage, as their presence tends to retain the moisture in the soil in dry periods and in some unexplained way hasten the maturing of the fruit, that is to say, fruit grown on gravelly land is generally ready for the market several days earlier than that grown on unmixed soil, and also it appears that the fruit is more richly colored. The disintegration of this gravel probably adds some ingredient to the soil, which may not be present on the unmixed soils. With the exception of small stretches of open prairie land, or where it has been cleared and put into cultivation, this entire region is covered with a growth of hardwood timber, principally white oak, red oak, and other varieties. There is a ready sale for this timber for various purposes, which makes it a source of income rather than an expense in the clearing of the land.

Owing to the diversity of the surface, the landscape in McDonald and Benton Counties is of exceptional beauty.

Springs of the purest freestone water are found in every little nook and corner, and at very short distances, beautiful, clear spring fed mountain streams are found winding their way through the valleys and skirting the hill. The general altitude of the country is from 1,000 to 1,200 feet, affording a pure atmosphere, a moderately cool summer temperature and very pleasant and healthful winter weather. During the summer months this region is visited by several thousand people from Texas and Louisiana, who come here to spend the summer, and during January and February of each year a large number of people from North and South Dakota spend their winter here. So on the score of climate this section of country has all that can be wished for, otherwise the stranger from afar would not come here to avail himself of it.

Northwest Arkansas and Southwest Missouri have long been known as the country of "the Big Red Apple." The apple, like wheat, is a staple here. The apple is grown with more or less success all over the United States, but as a commercial crop, dependable upon as a source of continued income, it seems to have reached its perfection in the Ozark Region. The railway facilities, as now provided, have made possible the cultivation of this fruit on a com-

mercial basis, and thousands of carefully cultivated orchards are now devoted to this crop. The fruit is shipped in car load lots, and the apple crop is usually purchased from the grower on the tree long before it has matured. Some idea of the value of the fruit crop in Northwest Arkansas, Washington and Benton Counties, may be gained from the statement for 1907 which estimates the money value at over \$3,000,000 for peaches alone, and the apple acreage will yield still more for this year.

There are usually forty-nine apple trees to the acre in the average orchard, and one year with another each tree should yield \$2 worth of fruit, figuring only such as is standard in the market and termed "first-class." This would yield a revenue of \$98.00 per acre. But if even only half of this were obtained, the money yield, \$49.00 per acre, would exceed the income derived per acre from growing corn, wheat or any other agricultural product. The fruit which is not up to the standard required by the market is converted into cider, vinegar, apple brandy and evaporated or dried apples, which also form a source of revenue. One properly handled apple crop will usually more than pay for the cost of the land and the planting of the trees, a statement of



A WHEAT FIELD AT ANDERSON, MO.

fact which any one familiar with the subject will readily confirm. Cold storage plants have been built in several places, which enable the grower to store his apples for several months in case the prices are not entirely satisfactory. Partial failures and at long intervals a complete failure occasionally happen, but not often enough to worry the growers, who also cultivate other crops as well as apples.

Strawberries are extensively grown on the same lands. An acre of thrifty strawberry plants will net one year with another \$75 to \$100 and nowhere do they grow in greater profusion or to such perfection as here. The ridge lands and uplands are equally good for the growth of the grape, and there are some large vineyards in this section where wine is made. Raspberries, blackberries, cherries, plums, peaches and pears are more or less extensively grown. The peach is an exceptionally valuable commercial crop and is ordinarily shipped in car load lots. The railway facilities are such that fast fruit trains, with refrigerator cars, deliver fruit in Kansas City as rapidly as passenger trains travel and in Chicago, Denver, or St. Paul within from 24 or 36 hours.

A very large source of income in this section is the production of poultry and eggs, and fine livestock, horses and mules. Three small towns in Benton County handle every week in the year from \$25,000 to \$30,000 worth of poultry and eggs, and every town on the K. C. S. Railway ships more or less extensively. The housewife in the poultry department can rival the man in the orchard, as the business of raising poultry yields a steady and certain income. The climate and other conditions are such that poultry can be raised with very little care or expense or loss, and a profitable business can be started on a very small capital. Very convenient are several great markets, like Joplin, Mo., population 40,000; Pittsburg, Kans., population 20,000; Fort Smith, Ark., population 32,000; Kansas City, Mo., population over 400,000, to say nothing of a dozen other places varying from 4,000 to 12,000 inhabitants.

The hills and valleys of this section present ideal conditions for the successful raising of livestock of all descriptions. The native grasses are abundant and nutritive, domestic grasses are readily grown, the country being wonderfully productive in the matter of forage. Splendid streams of pure water abound everywhere, and Kansas City, the second largest livestock market, is distant only a day's run.

General farming, embracing the production of the various cereals and the raising of livestock, is carried on here as in any other good farming country. Wheat, oats, corn, clover, timothy, blue grass, flax and alfalfa, yield here as abundantly as anywhere else, and most fruit and truck growers and poultry raisers engage in general farming as well. Because the country makes it possible, the range of production is greater here than in the farms of the prairie country to the north and west. The natural conditions do not require that one put all his eggs in one basket, and so diversified farming is the rule among the more progressive settlers. It secures a cash income at various times in the year, and a man with money in his pocket, feels several hundred per cent better than the one who must wait until his only crop has matured. The surplus products of McDonald County for 1906 were valued at current prices at \$587,800, being about one-fifth of the entire production, only those commodities which were hauled by rail being shown. These shipments consisted of 2,834 head of cattle, 5,952 head of hogs, 132 horses and mules, 1,387 sheep, 27,800 bushels of wheat, 7,200 bushels of corn, 216 tons of hay, 6,680 barrels of flour, 56,000 pounds of corn meal, 630,000 pounds of ship stuffs, 5,280 barrels of apples, 132 bushels of potatoes, 250 melons, 650,000 feet of hardwood lumber, 45,000 feet of walnut logs, 57,270 railroad ties, 68 cars of charcoal 1,875 pounds of dressed poultry, 1,154,784 pounds of live poultry, 610,500 dozens of eggs, 11,536 pounds of butter, 14,101 gallons of milk and cream, 133 crates huckleberries, 3,224 crates strawberries, 473 crates blackberries, 20 crates raspberries, 69,917 pounds of fresh fruits, 11,655

pounds of dried fruits, 21,000 pounds of game, fishes and meats, 7,710 pounds of furs, 134,500 fence and mine posts, 3,300 cords cordwood, 56,363 pounds of hides and pelts, 2,100 pounds lard and tallow, 38,145 pounds of vegetables, 22,108 pounds of wool, etc., etc.

As stated above, Benton County, in Arkansas has been well developed and this means that land values are necessarily higher than they would be in a more sparsely settled county like McDonald in Missouri. Highly improved lands in the immediate vicinity of Siloam Springs, Gravette or Gentry readily bring from \$75 to \$125 per acre, and are worth the money. Lands near Sulphur Springs and Decatur, Ark., both good shipping points and equally productive, can be had for less money. The fruit shipping industry has not yet been developed as greatly as in the other places named. Back from town improved or partially improved farm lands, distant say six to ten miles, can be had at prices ranging from \$25 to \$35 per acre, and unimproved lands can be had for \$10 to \$15 per acre.

In McDonald County, Missouri, by reason of the more sparse settlement, and the smaller development of the orchard industry, lands are much cheaper in price, but in such localities in the county where bearing orchards are situated the price of land is as high as anywhere in Benton County. There are thousands of acres of fine ridge lands which can be had at prices ranging from \$5 to \$8 per acre, while uplands which have not yet been put in cultivation can be had at from \$12.50 to \$15 per acre. These uplands when cleared, but not yet set to orchard, can be had at prices ranging from \$15 to

\$30 per acre, the price depending upon improvements made. A well tended orchard is worth from \$75 to \$150 per acre. The bottom lands, better suited for general farming than for fruit culture, run in values from \$25 to \$50 per acre. Under the conditions as they now obtain in this county, a man of very moderate means can find a good tillable tract to meet the requirements of his purse, and the man who wants a finished farm, together with a bearing orchard and high class improvements, can also find what he seeks. In either case improved or unimproved land can be had for less money here in the midst of a fairly-populous region than almost anywhere else.

The towns along the line of the Kansas City Southern Railway from north to south in this section are Goodman, Anderson, Lanagan, Noel, Sulphur Springs, Gravette, Decatur, Gentry and Siloam Springs. Of those in McDonald county, Anderson, Mo., is of the most importance and is a thrifty little place of about 800 people, with a bank, newspaper, and several first-class mercantile houses. The county seat is Pineville, some six miles east of the railway. Of the towns in Benton County, Arkansas, the most important is Siloam Springs, a beautiful little city with a splendid country surrounding it. It has about 4,500 inhabitants, three banks, a cold storage plant and numerous flourishing business houses.

All of the towns mentioned are shipping points for fruit, poultry, livestock and general farm products, and a visitor to the country looking for a new home cannot do better than to stop and investigate their resources.

"The Same as Mine."

F. E. ROESLER.

Most Americans will admit, upon reflection, that they possess a well defined antipathy to alien races when they at first come in contact with them. No reasonable ground exists for its presence, except perhaps the fact that the alien has a speech and manner dif-

ferent from himself. Through constant intercourse this feeling, after a time, wears off and the individual is then valued at his personal worth. In the numerous Mexican villages and towns along the Rio Grande are many Americans who have lived among their dusky

neighbors for half a century, and who would not feel at home anywhere else.

We were driving up one of the numerous canons in the White Mountains of New Mexico. Our driver was an old resident of the country, well advanced in years, and my traveling companion was a Chicago drummer, a gentleman very positive in his opinions on subjects of which he had a very limited understanding. Our driver and guide had been a farmer and merchant in his time, but was now engaged in stock raising, and among his neighbors was considered very well to do. It was only as a matter of courtesy that he had given us the use of his conveyance and acted as our guide.

Our road led us along the banks of a small, but swiftly running mountain stream. At intervals there were areas of land under tillage, the stream furnishing the water for irrigation. Nearly all of these tracts were being cultivated by Mexicans, who had their homes in primitive adobe houses. Household comforts, such as a family of white people would covet, were, as a rule, absent. At one of the more pretentious of these we stopped for dinner. Our guide cordially shook hands with the owner of the house, his wife and his children, the conversation being carried on in the Spanish tongue. The interior of the house was neat and clean, the furniture plain, but not modern, and in one corner was a well filled book shelf. The meal was a good one; in fact, much better than the one we had at the American farm house further up the road for supper. The owner of the house and family sat at table with us and carried on conversation with us in good English. I noted mentally that our host was not a full blood Mexican, though his mode of expression and manner and a certain diffidence expressed in his speech indicated such. His wife and children were much darker in complexion than he.

Payment for the meal was declined, and after expressing our thanks for the courtesies extended, we drove on fully half an hour in silence. The Chicago drummer, who had done most of the talking during the day finally started the conversation.

"That Mexican can't be a full blood, that's certain, but his wife undoubtedly is. He doesn't look like a Spanish-Mexican, either. What kind of a mongrel is he?"

Our guide, to whom the inquiry was addressed, quietly remarked: "He owns that farm and a good sized stock ranch. He has considerable livestock and owes no man a dollar. His father is an American."

"Well, he doesn't look it. Why, that hombre is as inert as a shovel full of earth. He evidently had some education, but it was wasted on him. He looks as intelligent as a bump on a log, and seems to be absolutely devoid of ambition and energy. He makes me weary just to look at him. If I had to father a thing like that I would wring its neck before it was a week old."

Our guide turned around sharply and for an instant there was an angry flush in his face, and then came the quiet reply:

"I hardly think you would, if you understood the conditions under which he came into the world. He is a good man, well liked and respected by his neighbors, and he decently supports his family. He has a bank account, saves some money every year and makes no debts. What more can a respectable American do?"

"Well, I may have talked too fast, and may have done him an injustice, but what is there, out of the ordinary, about the man?"

"Nothing whatever. He has his business and attends to it. He is now forty years old and his father is nearly seventy. The father came into this country about forty-five years ago, when all of it except the towns along the Rio Grande was a wilderness. He was a dragoon, stationed at Fort Selden, a military post long since abandoned. His home was in Pennsylvania, where, after a bitter quarrel with his father, he had enlisted and was sent to the Rio Grande.

"About two years before the outbreak of the Civil war the Apaches, who had been for some time unusually active, made a raid one night on Fort Selden. They sneaked upon and murdered several sentries and ran off about fifty horses. The pursuit was a long one;

the dragoons chased them from Fort Selden to San Andreas Pass, then across the Sand Hills and then up this very same canon. Where the town of Tularosa is now a dozen or more Mexican families had settled, and of these several had gone to the hills for game. The fleeing Apaches caught this party away from shelter and murdered them all except a twenty-year-old girl, who was a short distance away from camp and who escaped their notice. She concealed herself until sundown. Farther down the canon she heard the reports of carabines, and in a short time a second band of Apaches, driving a herd of horses and hotly pursued by United States dragoons, went by with a rush. The shooting continued for some time and then all became quiet. After dusk the girl crawled to the camp of her people and found them dead and mutilated. She covered them as best she could with the fallen limbs of trees to protect the bodies from the animals.

"The Apaches had taken the horses and guns of the murdered Mexicans, but, lying in the grass she found an axe which they had overlooked. This she took with her and started down the canon toward Tularosa. In order to keep out of sight as much as possible she followed the bed of the creek. After a time she heard the howling of coyotes and soon came upon a badly wounded Apache who was fighting them off with the root of a tree. Shortly after that the coyotes had a feast. Half a mile further down the canon she came upon a dragoon, lying on his back in the shallow water. Though apparently dead, she pulled him out on the bank. His horse must have thrown him and he had evidently been dragged for some distance. His leg was broken and he had been pierced in the side with a lance. An arrow head was sticking in his shoulder. She bound up his wounds as best she could and fought off coyotes until daybreak. He was just recovering consciousness and trying to sit up, when he was violently thrown back into the water. His face was for a moment under water and the effort to avoid strangulation awakened him fully. A heavy weight was being pulled from him and then a Mexican girl of the Indian type lifted him out

of the water. In the stream lay a dead mountain lion.

"The girl packed the dragoon, who soon became delirious, on her back, over half a mile of broken, stony country to a point where a litter, made of poles and amole grass, could be used. A dozen times or more she picked him up and carried him a hundred feet and stopped, panting with exhaustion. Over five miles she dragged him on the litter, and only on the following day relief came and he was carried to the little hamlet.

"These brown, illiterate, aimless and thriftless people were more kindly to him in his time of want and distress than any of his own race had ever been. For months they supplied his every want as far as their scant means admitted, and during much of the time, when stricken with fever from his wounds, the girl nursed him. When he finally recovered sufficiently to walk he found himself crippled and unfit for military duty. A detachment of dragoons had searched for him, but did not find him and returned to Fort Selden by another route. Owing to the constant raids of the Apaches, no news of his being found could be sent safely to the fort. He finally joined a large caravan and reached his regiment. After a short time he was discharged and sent to Pennsylvania.

"New Mexico grows in the affections of a man. Its boundless arid plains, glimmering in the heat of the day, its mountains plainly visible though more than a hundred miles away, the brilliant, starry nights, its magnificent climate call unceasingly for the return of one who has lived there a few years. The dragoon's relatives in Pennsylvania had died during his absence, and few of his old-time friends remembered him. A few months among the sordid and selfish thousands created a feeling of extreme loneliness and contempt. He drifted westward in an aimless way, hauled freight over the Santa Fe trail for a year or two, visited the several military posts along the Rio Grande, and finally stopped again at Tularosa. The girl who carried him on her back and nursed him back to life had not married during his absence of three years. What mattered it that she was

of an alien race, that she was illiterate, that she had slain an Apache with an axe, and knew little of the comforts of civilized life as the white man knows them, and so he took unto himself a wife. She is an old woman now, gray haired and wrinkled, but the man that married her never regretted the day, and never will. He is well satisfied with his lot

in life, with his six children, all grown, married and well established, and you may rest assured that he doesn't care a continental for other people's opinions or prejudices. That young man is one of his sons."

"Um! What did you say his name was?"

"The same as mine."

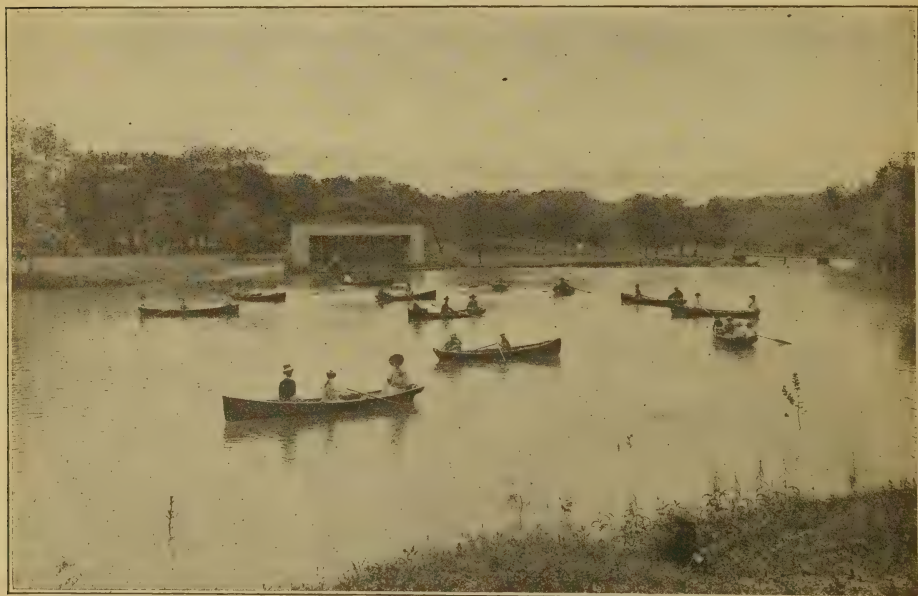
Sulphur Springs, Ark.

"THE BEAUTY-SPOT OF THE OZARKS."

The several thousand visitors, who have been at this beautiful health and pleasure resort during the past five years and who have drunk the waters of the springs for health and have enjoyed the magnificent scenery of its immediate surroundings, and its delightful all the year 'round climate, will be pleased to learn that its facilities for the entertainment and comfort of visitors are being greatly enlarged, and that many of its attractions, heretofore difficult of access, will be

made readily accessible. The visitor of the earlier days was well pleased with what was then available, but the new-comer hereafter, will take his pleasures with more comfort than ever before—and if he is suffering from the ills human flesh is heir to, can have his wants attended to by the best medical talent in the country.

Negotiations for extensive improvements in Sulphur Springs, which had been pending for several months, have



BOATING ON THE LAKE, SULPHUR SPRINGS, ARK.

been finally concluded. Mr. Oscar Kihlberg and wife, who for some years past have managed the Kihlberg-Karlsbad Bath Co. of Excelsior Springs, Mo., and are also owners of the Kihlberg Bath House of Topeka, Kas., and Manitou, Colo., have just closed a contract with the Sulphur Springs Company, which will give them the management of the springs, the park and other choice holdings. They have commenced with the erection of a commodious, modern hotel. The construction of a great bath house, modern in every detail and especially designed to use the medicinal properties of the springs in the treatment of disease, under the advice of competent physicians—is to begin at once. Mr. Kihlberg will make Sulphur Springs his home, and the development of this beautiful place into a first class *all the year round* health and pleasure resort, will receive his undivided attention.

In his work he will have the assistance of Dr. John Morse Griffin of Excelsior Springs, Mo., and Dr. Josua Lindahl of the Lindahl Laboratory of Cincinnati, O. Both gentlemen have already made substantial investments in real estate at Sulphur Springs.

The contemplated improvements to be made during the coming fall and winter will exceed \$100,000 in cost. The Park Hotel and cottages, which have for so many years served for the accommodation of visitors to Sulphur Springs, are to be torn down, and the Park is to be enlarged and beautified under the care of an expert Swedish gardener.

Mrs. D. A. McCarthy of Denver, Colo., has had building plans completed for the construction of a modern Hotel, the same to cost \$40,000.

Provisions are now being made for an electric light system, and water works supplied from mountain springs are to be installed at an early date. A sewerage system is also under consideration.

Other improvements are being made in various parts of the town. Mr. W. C. Webb of Spokane, Wash., has made substantial investments in real estate, and has architects at work on plans for immediate improvements, estimated to cost \$15,000.

The Sulphur Springs Normal and Business College has completed a three-story stone structure, and opened September 10th, 1907; cost of the same \$10,000.

A committee of business men from Joplin, Mo., have selected a site, and have announced their intention of building the Joplin Club House at a cost of \$10,000.

Among the 20 or more new cottages under construction are very attractive homes built by Mr. A. M. Counterman, a merchant of Sulphur Springs, and Dr. Wyatt of Ft. Smith, Ark.

The St. Louis & Oklahoma Southern Railway is now in the course of construction, and the grading has been completed to a point four miles from town. The management of the new railway are confident that they will be running trains into Sulphur Springs by January 1st, 1908. This new road will place Sulphur Springs within eight hours run of St. Louis, and make it readily accessible to the people of the new State of Oklahoma.

The outlook for the growth of this delightful resort is certainly most promising.

Two Years at Lockesburg, Ark.

I came to Southwest Arkansas, not because I had heard much of it before I came, but because I had the long hoped for opportunity to get away from the section of country that held me fast for nearly twenty years. All

I had was tied up in unsaleable property, and to let go at an earlier day meant practically the loss of what little I had. It was good for tax paying purposes only, most of the time. The day, however, did come when somebody from

the East wanted my land more than I did, and so here I am. Thousands of strangers from afar have rushed in and have covered the old pasture country with new farms, but most of the old timers have unloaded and have gone further east or south. It will be hard to get up an old settlers' meeting in that section in another year or two. The new comers have their notions in regard to "dry farming" and agricultural fads of all kinds. We had them, too, but we never did get around the solemn fact that it takes water every year to raise a crop.

I started for the prairie country of Southwest Missouri, as fine a country as the sun shines on, but I forgot during my twenty years out west that this highly favored section had been thickly settled in the meantime and was no longer the place for the moneyless man. I soon found that it would take much more money than I had to get a foothold there, and so I figured it out that the cheapest good land would be found in an old country that has a new railroad. I found my mathematics to be correct, but, like in the big department store, you want to get there before the rush of new settlers comes. That there will be such a rush I do not for a moment doubt. Aside from the irrigable lands of the west there is nothing left there now, except the semi-arid cattle ranches, which are of doubtful value as farms.

Here in Sevier County, Arkansas, we have a fine fertile section of country, settled for more than sixty years, and recently supplied with transportation facilities. Good land can be had at prices ranging from \$5.00 to \$12.00 per acre. The climate is delightful, both summer and winter, and of good water there is the greatest abundance. The country abounds in fine streams full of fishes and sparkling springs of the purest water are found everywhere. For livestock there is an almost unlimited open pasturage, and cattle can be raised here at the smallest expense. We do need a better grade of cattle than we now have, but those that are here do very well on the open range. The long season makes it possible to raise them on very little cultivated feed.

Hogs are money-makers here and find a fairly good living on the range, and it takes but little corn to top them off for the market. Poultry do splendidly and there is always a good market for all that can be produced in the way of eggs and chickens. Our native grasses are nutritious and last until frost comes, about December and January.

This is a section of country where a man can make a good start in life on less money than in any other region of the United States. Timber is abundant for all purposes. There is fuel enough to last for several generations, and fence posts and other materials is growing on much of the land. Out on the Western plains we paid from \$25 to \$40 per thousand feet for lumber; wood for fuel cost \$8 per cord, and coal \$10 per ton. Every fence post cost us twenty cents. To water our cattle we had to dig wells, and added to this was the uncertainty of getting a crop. When we did get one we had no market nearer than 600 miles, and by the time the debts of the preceding years were settled we were ready to go in debt again, and people are paying from \$15 to \$20 for this land. Here we can buy good land for one-third of this, and if we want to drive a hard bargain, get it even cheaper than this. An improved farm would not cost as much here as would the naked land in the West. Rough lumber can be bought for \$12 per thousand feet and dressed lumber for \$14, and if money is scarce with us we can get along with very little sawed lumber. Nearly every farm has more or less good timber and usually will yield all the fence posts and other building material needed. The old farmer in Iowa or Illinois, who has raised a crop of boys and girls as well as thirty cent corn, can buy here with the proceeds of his old farm, a home for each of his children and still have some money left, and this would be in a region supplied with good schools and churches, with convenient railroad facilities, and good market within easy reach. The citizenship is that of an old settled community. In Western Arkansas there is room for a million or more people. In fifty years

there has been one single crop failure. The rainfall has always been sufficient and a good living can be made any year with less trouble and worry than any other location I know of.

Cotton in this country will make from one-half to one bale per acre, and corn will yield from 25 to 80 bushels per acre and do it every year. Wheat, oats, rye, barley, etc., yield very well, and forage we can grow in abundance. Alfalfa is extensively grown in the southern part of the county and yields from four to six tons to the acre. We can raise any standard field crop common to the United States, and owing to our long season and abundant rainfall, we can produce more than one crop on the same land.

One of the most profitable lines of production is that of fruits and early market vegetables. We have several thousand acres of old and young peach trees in the county and will ship this year between two hundred and three hundred car loads of peaches. The Lockesburg crop was sold at \$1.25 per 6-basket crate, averaging over \$100 per

acre for the trees old enough to bear. The strawberry crop has been a gold mine this year, and those who raised early potatoes and vegetables in merchantable quantity had things their own way. Strawberries, blackberries, raspberries, etc., always sell for good money and are easily grown. A nice orchard of either peaches, apples, pears or plums will always yield a good revenue, and it rarely happens that a good crop is not made.

All things considered there are more ways of making a comfortable living here at intelligent farming than in any of the older states or in the undeveloped West. Our taxes amount to next to nothing and our public affairs are intelligently managed. The man with a few hundred dollars can get a foothold here, and if he can't make a living here he can't do it anywhere.

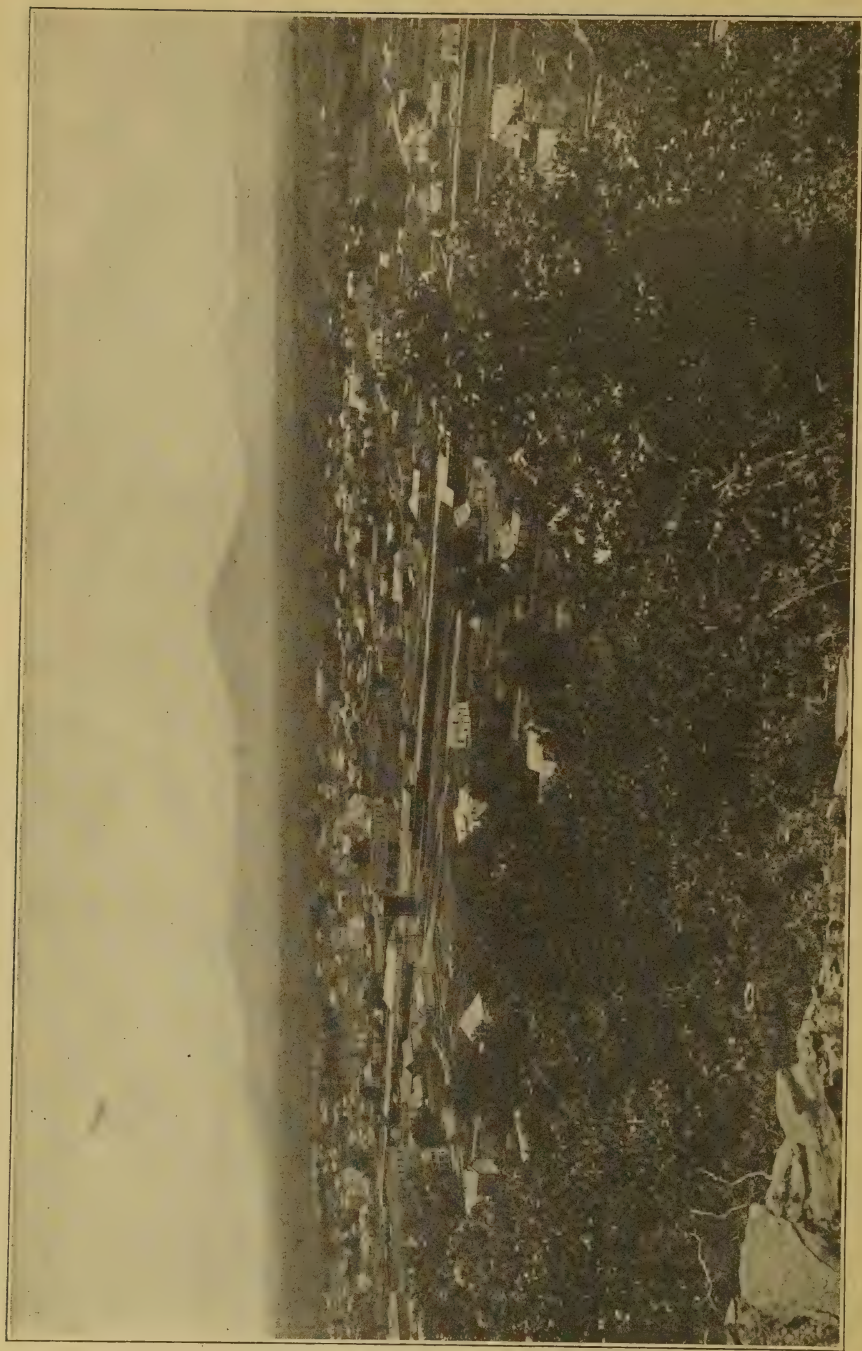
Yours truly,

A. RAWLINS.

Lockesburg, Sevier Co., Ark.
July 1, 1907.



HARVESTING THE EARLY POTATO CROP.



BIRD'S EYE VIEW OF POTEAU, INDIAN TERRITORY.

The Town of Poteau, I. T.

Whenever a new railroad is built, it is a logical conclusion that there will be new towns, new industries and new people. As to which of the several towns located and settled will be the leading one in development and growth can only be determined after a reasonable period of time. The causes that lead to the growth of a town, or to its decline, must be sought in the availability of its natural resources, either in agricultural lines, industrial lines or both, and largely in the citizenship which is either capable of developing what resources there are or else is incompetent so to do. Railroad facilities count for much in a wide-awake community, and no stone is left unturned until they are provided; yet there are hundreds of towns in our country amply supplied with everything needful to make a city, having all the transportation facilities they could use, which are utterly stagnant because the citizenship lacks the energy and initiative which goes to build cities, and to make available what nature has provided for their growth.

The population of most of the western cities and towns consist of people who have energy enough to cut loose from the more stagnant life in the older states and move where work is to be done, and they do it, and it is this habit of doing things that makes new commonwealths and cities.

Where the town of Poteau, I. T., now stands there was, a decade ago, a cotton patch near the base of a mountain. The National government platted a townsite there and sold the lots. The railroads crossed at this point and the authorities decided that it was a good location for a town. Whether or not it would ever amount to anything depended upon other things, more particularly enumerated above. Since its opening there has been a steady, certain and healthy growth; the citizenship was energetic and enterprising, and today numbers between 2,800 and 3,000.

The natural resources were abundant. Great bodies of good coal surround it, and there is enough to last half a century or more. Good timber for manufacturing purposes is convenient. The coal mining industry has been fairly well developed and is capable of indefinite further development, and a wood working industry of considerable dimensions has also grown up.

Surrounding and convenient to Poteau is a vast area of very fertile agricultural land of which about 25 per cent is under tillage. The land, being the exclusive property of the Indians, could be sold only under certain restrictions, thought necessary by the National government. These restrictions are being rapidly removed and tillable lands are coming into the market in larger volume each year at prices ranging from \$10 to \$60 per acre. These lands are splendidly adapted to the cultivation of small grain, cotton, corn, potatoes, commercial truck, berries and fine fruits, and where there are no other resources to draw from would be ample to maintain a town four times as large as Poteau now is.

The Indian Territory, now part of the proposed State of Oklahoma, has been divided into counties. Poteau is the center and county seat of Leflore County, which has within its borders over 200 miles of railroad track. Two trunk lines—the Kansas City Southern and the St. Louis & San Francisco railways—pass through the town of Poteau, affording ample transportation facilities to the great markets. Three other trunk lines pass within a few miles of Poteau. The Fort Smith, Poteau & Western Railroad, a new line, was recently constructed to facilitate the handling of the great output of the coal mines.

The town has now an enterprising and wide-awake commercial club, and its more important public utilities and private enterprises are the following: A public school building which would

be creditable to a city of much larger dimensions, seven attractive church buildings, waterworks and a sewerage system planned to meet the needs of a much larger population; a planing mill employing about 100 men, a spoke and handle factory employing about 75 men, a hardwood saw mill employing 50 men, two thrifty and well conducted national banks, 18 mercantile houses, one fine brick hotel, three frame hotels, one bottling works, two cotton gins, a brick and tile plant, and several coal companies who are rapidly developing the coal lands adjoining the town. One of these coal companies has invested over \$500,000 in its coal mines and coal lands. The spoke and handle factory is to be greatly enlarged at an early date, and plans for the building of a large furniture factory, and also a wagon factory, are now under consideration. First-class oak and hickory are abundant in the vicinity, and good fuel is exceptionally cheap.

The County of Leflore is the largest in the new State of Oklahoma and contains about 1,500 square miles, an estimated population of 18,000 and taxable

property to the value of \$3,000,000. A large part of the property in the Indian Territory is at present not taxable, but will come in for taxation within the next five years. In the towns, and particularly so in Poteau, there has been a steady advance in values during the last four or five years, and the promise of advancement seems so assured that real estate in the original townsite is held at full value, present and sometimes prospective. Good, well located, smooth town property can, however, be had at very moderate prices in the new addition on the east side of town, the same being a tract of land from which the restrictions have been removed. At the present rate of growth this addition will be occupied in a very short time. The opening up of the vacant Indian lands in the vicinity will in a few years quadruple the rural population and of necessity force the growth of the town, to say nothing of the coal mining, clay and wood working industries, which are rapidly developing and for which there is available an abundance of raw material.

Jefferson County, Texas.

A. OSWALD, Beaumont, Texas.

Jefferson County, Texas, has a total area of 591,951 acres, is traversed from north to south by a navigable river—the Neches—and has the finest and safest inland harbor in the world. It has 42 miles of coast front on the Gulf of Mexico and 16 miles of frontage on Lake Sabine, into which empty the Sabine and Neches rivers. The waters of the lake empty through Sabine Pass into the Gulf. The various tributaries of the Neches afford splendid drainage to the greater part of the county, lying at an elevation of 30 to 60 feet above sea level and gradually sloping southward. The volume of water in this river and its tributaries is enormous and furnishes an inexhaustible supply for irrigation purposes, where such is desirable.

The natural rainfall is ample and sufficient for all the ordinary staple

crops, except for the cultivation of rice, which is a water plant and requires irrigation. About 100,000 acres are adapted to rice culture and 206 miles of canals have been provided for the irrigation of this crop. During 1906 approximately 50,000 acres of rice were in cultivation in the county, and in 1907 the increase will be fully ten per cent. The area of timber land in Jefferson County is computed at 65,700 acres, embracing long and short leaf pine and large quantities of valuable hardwoods.

Less than 6,000 acres were devoted to general farm products in 1906, the remainder of the land, some 400,000 acres, being used for the pasturage of thousands of cattle. Nearly all of this land is open rolling prairie and is susceptible of cultivation. Should it be found desirable to increase the rice acreage a great portion of this land

could be readily irrigated, either by canals or from shallow wells, as water is found in unfailing abundance near the surface. Gasoline or oil engines with suitable pumps can bring it to the surface at nominal cost.

The rice crop of Jefferson county in 1906 amounted to 450,000 barrels, which sold for \$1,500,000 cash to the mills. The acreage for 1907 will be approximately 56,000, with a probable yield of 550,000 barrels, which should command a better average price than did the crop of 1906. Last year was not up to the average yield, nor to the price obtained in the preceding years, yet the profits of the grower varied from \$10 to \$25 per acre or more, the income being dependent upon the question as to whether he owned the land he cultivated, whether he was a tenant, or farmed land irrigated with his own water supply.

Ten barrels of rough rice of 180 pounds is considered a safe estimate of average production, although by employing improved methods of seeding, cultivation and fertilizing, the practical demonstrations of government experts and crops of the best farmers, show that the yield may be readily increased to 15 and even 20 barrels per acre. More than half the excess yield is found to be clear profit and the land is left in superior condition for the next season's crop. The total cost of raising and marketing the rice crop of this county is found to be, in an average of five years, and including the expense of preparing the land, not exceeding \$15 for each crop. One man can easily handle 100 acres of the crop. The average price, during a period of five years has been \$3 per barrel, or \$30 per acre, minimum. Whether the grower nets \$15 per acre depends upon the grower himself, and his good management. If he grows an extra good quality he is more likely to obtain \$3.50 per barrel than a lower price. If he farms his land properly he is more likely to get 15 barrels than the 10 barrels his more careless neighbor gets.

A colony of twenty families, with the average number of children, including a few half-grown men—boys of 14 to 18 years of age—can crop 2,000 acres of rice land without hiring outside help.

Their product should be at least 20,000 sacks or barrels, worth not less than \$60,000, and probably in excess of \$75,000.

The advantage in operating as a colony lies in the fact that a larger tract of land can be purchased for much less money per acre than can a small parcel of land. Much money can also be saved in the purchase of machinery, because of the wholesale nature of transaction. One thresher with power will serve an entire colony, and its operation a smaller charge on the individual than is ordinarily the case, and so it is with reapers, harvesters and all the more expensive implements.

In buying seed, fertilizers and all crop supplies a notable saving is made because of large purchases. The wholesale nature of the business places the colonies on the same footing as the most favored large planters. By systematic cropping and harmonious co-operation, the colony is always in position to ship its product in car load lots, and to seek the most profitable market. Where car load lots of any soil products are obtainable the "cash buyer" puts in his appearance and the grower can intelligently dispose of his crop. By judicious management and intelligent co-operation, not counting labor as cash, the total cost of a rice crop should not exceed \$10 per acre, or \$20,000 for the colony farm. The balance is the return for the time and labor of the colony.

A colony purchase of land, as soon as the title papers are received, is allotted in part to each family, and title given to each. There is no ownership in common, except possibly in a few of the more expensive pieces of machinery, or a warehouse, which may be built by such association, the main object being to secure prompt co-operation in the management and commercial disposition of the crop. The very fact that twenty families settle closely together on a tract of land adds a distinctive value to the land which was not there before.

Rice is, however, not the only crop which can be grown on this land. There are several months in the year that may be devoted to the culture of other crops. The rice crop does not

demand more than five months' labor in all, leaving many idle weeks in the growing season when the land is under irrigation. On every tract of 2,000 acres there will be found a certain amount of ground that is better adapted to other crops, and on account of its elevation and conditions of soil cannot be readily flooded for rice. It is also probable that a colony able to purchase 2,000 acres of land will also secure a strip of wooded land and a few hundred acres of pasture land. Such a colony may cut enough timber and saw enough lumber for its buildings, fence posts, etc., and the refuse will make fuel for all uses between cropping seasons.

The growing of rice is a very simple agricultural operation and any one who has successfully handled a wheat crop can also handle a rice crop. Fine, good truck growing lands in small areas are found among the rice lands, and these may very profitably be cropped with early and late potatoes, cabbages, onions, sweet potatoes and the whole list of commercial vegetables. A few acres of alfalfa, or other grasses, will provide all the hay needed, and together with rice straw keep all the stock on the tract in the best and healthiest condition. Corn, oats and fodder crops will pay handsomely to feed even if no surplus is grown for sale. Cattle may care for themselves all the year round without shelter on the pasture lands and dairy cows will be found a source of good income. All the feed for the horses, mules and other stock can be profitably produced at home. Chickens, turkeys, geese and ducks will thrive on the waste of a large farm and there should be hogs enough to absorb that which cannot be otherwise utilized.

While rice growing will be the main occupation of the farmers of this section, and probably always will be profitable, the wisdom of diversified farming is as apparent here as anywhere else. Of course all home makers will plant fruit trees, walnut, pecans and other nut trees, for both shade and crop profit, and he will grow small fruits for his own table if not for the market.

There are thousands of acres in Jefferson County that will yield a bale of cotton to the acre under proper cultivation and competent handling. The average value of the crop is 10 cents per pound to the grower or \$50 per bale of 500 pounds. The growing season is about six months, planting in May and picking in October, but the cultivation required does not appeal to the average farmer, who prefers to plant rice, turn on the water, watch the crop grow, and then harvest and market the yield. Cotton land requires no irrigation, but it does need three or four workings with a cultivator. The cost of the crop should not exceed \$20 to \$25 per acre ginned and delivered at the cars. Beaumont has a cotton compress and all facilities for handling the crop. Galveston is distant only 100 miles by water and Houston 85 miles by rail, both great cotton markets; much cotton destined to European ports goes direct by way of Port Arthur, twenty miles distant, easily reached by water or by rail. Good cotton lands can be purchased at prices ranging from \$5 to \$15 per acre.

A great practically undeveloped resource of Jefferson County is the truck growing industry, for which the climatic conditions and the soils are most splendidly adapted. Open air gardening may be carried on every month of the year, and two and three crops of vegetables may be produced from the same ground each season.

Potatoes planted in January, 1907, were marketed in Beaumont in March at \$3.50 per bushel. In April car load lots were shipped that brought \$2 per bushel, and from \$1.25 to \$1.50 per bushel was realized in May when the supply had greatly increased. The yield of the very early crop runs from 75 to 150 bushels when properly handled. The same land will grow a forage crop, and a late potato crop either Irish or sweet. Cow peas are frequently grown between the crops.

On one piece of land near Beaumont in 1906 three crops of potatoes were produced. The soil had never been broken until February of last year when a crop of early potatoes was planted on the inverted sod. The crop was harvested in May, sweet potatoes

were planted and with but little attention a good crop was obtained. Late potatoes were the third crop. The money value of the three crops was \$317 per acre. The produce was hauled by wagon to Beaumont and was sold to local merchants. No fertilizer was used, and no extra cultivation given and prices did not average more than a dollar per bushel for the three crops. The land on which these crops were grown had been offered for sale at \$10 per acre the year before, but the owner has different ideas today. The land was well chosen and the season was favorable. Under improved methods better results could probably have been obtained.

Tomatoes grown north of Beaumont sold at \$2.00 per crate by the car load in the third week in May of this year. The production of tomatoes at Beaumont does not yet reach car load lots, but Beaumont tomatoes were in the market two weeks earlier and locally brought higher prices. The price above mentioned was paid cash at the point of shipment. The bulk of the crop usually brings 75 cents to one dollar on track and is considered profitable at anything over fifty cents per crate. A successful tomato grower will net a good average of \$100 per acre and under unusually favorable conditions, which occasionally arise, will secure double that return.

One hundred and fifty car loads of cabbages were shipped from a locality within forty miles of Beaumont during the last season. The profit on this crop ran from \$50 to \$75 per acre. Onions will return from \$200 to \$400 per acre, a fair crop under intelligent cultivation being 20,000 pounds.

An acre of celery has produced a \$600 crop in the country just north of Beaumont, and this crop can be successfully grown from year to year. Cauliflower, properly grown and marketed, can be made a very profitable product of this vicinity.

Water melons attain earlier maturity than the famous Georgia crop in this section and grow to enormous size. Fifty pound melons are the average and seventy-five pound melons are not uncommon. The flavor is of the finest

and top prices are obtained in the Northern markets. The usual returns are from \$75 to \$100 per acre, while a larger income is frequently secured. The cantaloupe does well in Jefferson County, and, being among the first in the Northern markets, always commands a good price.

It is not unusual for a small garden to secure net returns of \$600 to \$1,000 per annum from a single acre where a great variety of early vegetables are cultivated, and three to four crops per year are harvested from the same ground. A single city block in the city of Beaumont, the garden area being less than one acre, has produced a competence for one family during the past twelve years. The property was originally bought for a few hundred dollars, but the product of the land has paid for \$3,000 worth of buildings, \$1,000 worth of stock and implements, and a comfortable living for a family of four persons. The place is worth \$15,000 to-day. A lady accomplished this result by good business management. The labor was performed by one colored hand. Others engaged in trucking have done equally well and that while relying on the local home market only. Strawberries are known to have yielded \$350 from a half acre tract, but it should also be known that the berry picking season begins about February 15th and frequently lasts to June 1st.

The truck grower and market gardener of the north, who has a growing season of six to eight months and must protect his crop against early and late frosts, would make no mistake by moving south, where he can have a season of twelve months and can buy good truck growing land for \$10 to \$50 per acre, according to its proximity to the local market and to shipping facilities.

The day is not far distant when oranges will be shipped from Southeast Texas and Southwest Louisiana in car load lots. The more tender varieties of oranges have had their day. Thousands of trees of a very fine hardy variety have been planted in the past two years, and thousands more will be planted each season as the possibilities of this fruit are generally comprehended.

Owing to the perishable nature of the fig, it is not at present grown for shipment, but for home consumption it can be had in abundance. It is a fine prolific fruit found in every garden. When canned it makes the most delicious of all fruits and is always in demand and at a high price. A magnificent business could be established by canning figs, berries and other small fruits, and by manufacturing in merchantable quantity the ribbon cane from which can be made the finest of all varieties of molasses.

Chickens, turkeys, ducks and geese can be raised as cheaply and easily here as anywhere in the world, and yet the local consumption is far in excess of the supply. Supplies received in Beaumont from other places last year amounted to 15,000 turkeys, and 30,000 dozens of chickens, ducks and

geese. Fresh eggs command from 25 to 30 cents the year around and chickens from \$3.00 to \$4.50 per dozen.

All things considered, there is no section of country now open to general settlement to people seeking new homes and new opportunities that presents a greater field for individual enterprise than does Jefferson County, Texas. Its agricultural possibilities are so great as to be beyond computation, and its industrial resources are great enough to maintain one city. Beaumont, with 30,000 people and another, Port Arthur, with 8,000 inhabitants, with not one-tenth of the tillable land occupied. Who can predict how great the population and their wealth will be when all this land is under tillage as it ultimately will be? For further information concerning Jefferson County, Texas, address the writer.

The Fruit and Truck Crops of 1907.

The winter and spring of 1906 and 1907 have been peculiar in many ways, and kept those who were interested in fruit culture guessing as to how they would fare when the time for the harvest comes. In the latitude of Kansas City, December, 1906, and January and February, 1907, were moderately mild for winter weather, but cool enough to prevent the premature development of the fruit buds, and indeed, until the end of February, the prospects for a large fruit crop in the country between Kansas City and the Gulf was considered very good. In March, however, came three weeks of torrid weather, starting the foliage and fruit buds and tempting the market gardeners to quickly plant their seeds. Severe cold weather, lasting through to April and extending far into May followed this warm spell and the results that followed were anything but satisfactory. The lower lying lands in Missouri, Kansas, most of the northern states and in Louisiana and Texas were visited by heavy frosts which did much damage, not only to the fruits and early gardens, but also to the cotton and corn fields which had advanced considerably in growth and in some

places had to be replanted. The Ozark Mountain Region, by virtue of its greater altitude and the fact that the heavier colder air seeks the lower levels, practically escaped all serious damage. It may also be that owing to the cooler atmosphere found at higher altitudes, the fruit buds had not developed sufficiently to be seriously injured.

Very little merchantable fruit in quantity was produced anywhere except in the Ozark Mountains of Arkansas and the Indian Territory and in Central Georgia. In the latter state the ordinary production is 2,000 car loads of peaches, but this year the maximum will be between 600 and 700 car loads. The Arkansas fruit growers and their neighbors in the Indian Territory are now about the only ones who might feel justified in the studying of an automobile catalogue.

The berry crop in the Ozark Region proved, considered as a whole, very satisfactory. Cold, cloudy and rainy weather delayed the ripening and harvesting and probably decreased the yield about 25 per cent, but the prices obtained varied from \$2.35 to \$4.00 per crate and a ready sale was found for all that could be offered. Neosho, Mo.,



PEACH ORCHARD, LOCKESBURG, ARK.

sold about 135 car loads; Monett, Mo., 65 car loads; Pierce City, Mo., 24 cars; Vernon, 8 cars; Marionville, 19 cars. No reports have been received from the shipping points in Arkansas, but it

is probable that between them Siloam Springs, Gravette, Decatur, Gentry, Sulphur Springs, De Queen, Mena, Cove, Grannis and Van Buren have shipped between 250 and 350 cars of berries.

Compared with the crop of 1906 there was a decrease in the yield of 25 per cent and an increase in the price of 300 per cent, and so, under the circumstances, the growers are not pulling their hair on account of the smaller crop.

Of peaches there will be very few, if any, from Texas, though ordinarily the production is very large. Outside of some 600 or 700 car loads from Central Georgia and very small shipments from other points, the people of the United States will have to rely upon the Ozark orchards in Arkansas and the Indian Territory for their supply of Elberta peaches. This crop is exceptionally large and good this year. It began to move about July 10th, and will be in the market until about the 10th of August.

A correspondent of "The Packer," one of the best known fruit trade journals, published in Kansas City, Chicago and Cincinnati, recently made an investigation of the peach crop in the Ozark Region, and reports thereon as follows:

"Van Buren, Ark., June 20.—The Arkansas Elberta peach will soon begin to put in her color and by July 10 will be the favorite in every leading market of the United States.

If blessings have ever been showered on any people, Arkansas has certainly been favored this year. First, their strawberry crop yielded them an immense amount of money, now come their blackberries, raspberries, peaches and apples.

The peach crop of Arkansas is so large that her most sanguine citizens cannot realize the enormous amount that will be marketed within the next month or six weeks.

Just now, what the Arkansas grower needs to do, is to get pickers. The crate proposition is settled. The railroads seem to be able to take care of the peaches, but 75 per cent of the growers don't seem to realize that unless foreign help is imported they won't be able to move the crop. There will be 2,500 cars of peaches at the least calculation, moved out of Arkansas next month. This will mean that at least 70 cars must be moved per

day. A number of leading men have told "The Packer" man that the peaches will have to be moved in twenty days. This would mean that there would have to be 125 cars moved per day.

On account of its proximity to Fort Smith, "The Packer" man does not contemplate that Crawford County will be embarrassed on account of pickers, but other sections had better get busy. "The Packer" man has spent the most of ten weeks in the state and has studied conditions pretty thoroughly. Arkansas is on the eve of the biggest peach crop in her history.

"The Packer" man has also spent considerable time in Oklahoma. Considering the number of trees in bearing, Oklahoma is equal to Arkansas, but Oklahoma is very small in comparison to Arkansas on peach acreage. Where Arkansas will ship 2,500 cars, Oklahoma will ship 450 and all told not to exceed 500 cars.

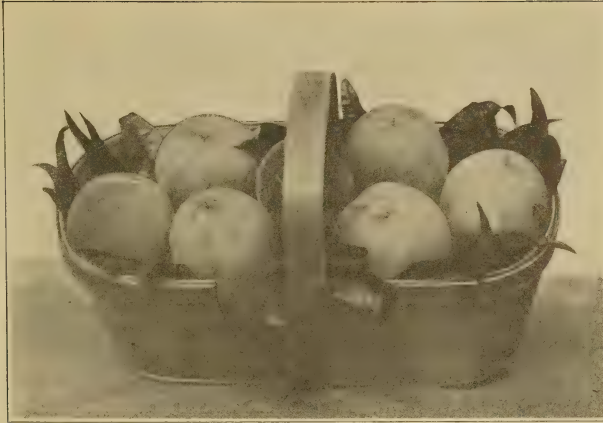
"The Packer" man has spent considerable money in the last ten weeks making his investigations, and while he has not covered the entire section by a good deal (for it is large) yet he has visited hundreds of orchards within this time. He has, to a certain extent, had to take other people's word, but by visiting a large number of orchards personally he has been able to verify the estimates made by others. In making these estimates he has aimed to keep all classes of "The Packer's" readers posted on the true conditions prevailing here.

Here are a few of the car lot peach towns of Arkansas which those who are interested can investigate for themselves. In order to help the investigation "The Packer" man takes the matter up along the various railroads. Don't think, however, these are the only ones:

Kansas City Southern railroad, beginning near Texarkana and coming north: Ashdown, Horatio, De Queen, Jansen, Grannis, Mena, Sallisaw, I. T., Siloam Springs, Gentry, Decatur, Gravette, Sulphur Springs.

Iron Mountain railroad: Alma, Dyer, Mulberry, Ozark, Altus, Coal Hill, Clarksville. On main line: Judsonia and other points.

On the Frisco: Rudy, Fayetteville, Johnson, Springdale, Rogers, Benton-



ville, Avoca, Prairie Grove, Farmington, Springtown, Cane Hill.

There are many other points that could be mentioned, such as Mammoth Springs, Paris and Hackett.

A large per cent of growers take "The Packer" and a very large per cent know "The Packer" man, both in Arkansas and Oklahoma. "The Packer" man's advice is get busy, spot your markets, get your pickers, and above all things put up a good pack.

"Kansas City, June 22.—A representative of the Armour car line made a statement this week to a correspondent of "The Packer" that in his opinion 2,500 cars of peaches for the state of Arkansas as an estimate is not far out of line.

The Armour carline will handle the peaches off the Kansas City Southern and Frisco roads and they think the shipments on the Frisco will amount to 1,000 cars, a big part of which will go out of the Van Buren district, or Crawford County. The Kansas City Southern's shipments are estimated by the Armour carline people at from 350 to 425 cars, which is practically the same as the estimates of the Kansas City Southern road. The Kansas City Southern peaches, according to these estimates, are located as follows: Horatio, 175 cars; De Queen, 50; Grannis, 15; Mena, 10; Siloam Springs, 75; Gentry, 35; Decatur, 20; Gravette, 10. Other points on the Kansas City Southern outside of Arkansas that will ship peaches are as fol-

lows: Rodessa, La., 2 cars; Bloomburg, Texas, 5 cars; Atlanta, Texas, 10 cars; Sallisaw, I. T., 25 cars."

The acreage devoted to fruit and truck growing along the K. C. S. Railway is about 65,000 acres, of which probably 20,000 are planted in peaches and from 12,000 to 15,000 of these in Elbertas. Most of the Elberta orchards are young, but between 450 and 500 car loads will be very likely shipped this year. The largest orchard is that of the Southern Orchard Planting Co., near Horatio, Ark., whose fruit crop will amount to about 175 car loads. The total crop for Arkansas has been estimated at 2,000,000 bushels, worth at \$1.50 per bushel, \$3,000,000.

Contracts for the sale of peaches and apples are now being made at many of the shipping points. At Grannis, Ark., Mr. John P. Logan sold f. o. b. at Grannis, 25 car loads at \$1.95 per bushel. This will make about \$800 per car, or \$20,000 for the whole lot.

The Lockesburg, Ark., peach crop, about two car loads, has been contracted for at \$1.25 per six basket crate, or \$1.87½ per bushel. Several of the larger orchards at De Queen have sold their crop at the same price. At Hope, Ark., the crop was sold at \$1 per bushel, the buyer to furnish the packages. About 10 car loads will be shipped yielding the growers between \$4,000 and \$5,000. Van Buren and Clarksville will ship several hundred cars; the price of \$1.25

for 2-3 crates has been refused. In the Indian Territory, Mr. Melvin Cornish, of McAlester, has sold his peach crop for \$12,000, and several of the larger orchards in Paul's Valley have also obtained high prices.

In some places there is a little worry as to whether or not a sufficient number of pickers can be secured in time, but the forces for a twenty-days' peach packing campaign are being rapidly organized.

There will be apples galore in Northwestern Arkansas, but they will be scarce almost everywhere else, except in New York, Colorado and Michigan, where from one-fourth to two-thirds of a crop will be secured in some places. The apple growers of the Ozarks are fondly nursing a suspicion that their crop will be worth from \$2.50 to \$3.00 per barrel this year. Apple buyers have examined the orchards in Benton and Washington Counties and in many places are negotiating for the purchase of the crop. The growers are well aware that they will have to furnish the bulk of the supply this year, and are not falling over themselves to dispose of their crop. Near Fayetteville from \$70 to \$100 per acre is being paid and at a conservative estimate the apple and peach crop of Washington County alone is rated at \$2,000,000. A large part of the Washington County crop will be sold on the trees, and it is related of one farmer that he sold his crop for \$7,000, when a few months ago his entire farm could have been bought for \$5,000 or \$6,000. Some farmers are paying for their farms with this season's returns alone.

The growers have no misgivings as to the magnitude of the yield and are putting their evaporators in good working order. Several new cider mills and vinegar factories are under construction at Siloam Springs and Gravette, Ark. They will be large plants and much of the fruit that has heretofore gone to waste will now be turned to practical account. There will be two new vinegar factories at Siloam Springs. The new plant at Gravette, Ark., will have a capacity of 125,000 gallons and there will be operated in connection with it a large fruit evaporator.

The truck growers were delayed somewhat in the production of their crops,

but in general have done very well. Cucumbers are grown extensively at De Queen, Fort Smith and Siloam Springs for the use of the Oklahoma Vinegar Company, who have contracted for all the cucumbers they can secure. Early vegetables, such as cabbages, beans, onions, turnips, beets, radishes, spinach, etc., are produced abundantly at various stations along the K. C. S. Railway in Louisiana, Texas and Southern Arkansas, and as a rule are very profitable crops. The cultivation of cantaloupes and melons is a large and profitable business and is carried on extensively between the Gulf Coast and the Arkansas River.

Irish potatoes have been moving northward since the beginning of May. In the vicinity of Lake Charles, La., the first commercial truck in car loads was grown this year, the product being Irish potatoes, cabbages, beans, tomatoes, cucumbers and melons. Ten car loads of potatoes were readily marketed at Kansas City and Denver at fancy prices. The melon crop will be disposed of at Kansas City. Nearly all the other truck was readily disposed of nearer home. Several hundred car loads of potatoes have been shipped northward from Bloomburg, Atlanta and other stations in Texas. The crop from Southern Arkansas was well on the market by the middle of June. The earlier crop from Louisiana, Texas and Southern Arkansas brought the growers from \$1.00 to \$1.50 per bushel. The yield was 100 to 150 bushels to the acre and was grown on cut-over pine land costing the grower between \$3 and \$10 per acre.

One of the greatest potato crops that has ever been grown in Arkansas, or what is known as the Fort Smith potato district, was being harvested during the first week in July. It is estimated by those who handled the crop that the returns to the farmers for this crop amounted in cold cash to \$319,150. The number of car loads handled up to the time of this writing was 1,215 cars, with an average load of 400 bushels, or a total of 486,000 bushels. The home consumption was estimated at 5,000 bushels. The crop in the main came from between Fort Smith and Spiro on the K. C. S. Railway, from the Van Buren field on the St. Louis & San Francisco Railway,

from along the Greenwood branch of the Mo. Pacific, from stations on the Arkansas Central, and from between Fort Smith and Wagner on the Mo. Pacific Railway. The first potatoes from the Fort Smith district brought \$1 per bushel, and this price was maintained for more than two weeks, the price gradually declining to 65 cents per bushel. Some farmers obtained 200 bushels to the acre, but the average yield was from 125 to 150 bushels to the acre.

In the Cherokee Nation, I. T., at Illinois Station, 400 car loads of potatoes were shipped for which the growers received in cash \$125,000. There are only 150 persons living at this station, though it is probably the largest potato shipping station in the new state of Oklahoma. The potatoes were sold at from 70 cents to \$1.07 per bushel. Day laborers earned from \$2.50 to \$4.00 per day for digging and sacking this crop.

The onion is a great money-making crop in Southwestern Texas, but more recently onion culture in a small way has been begun on the red lands in Lou-

isiana and Eastern Texas and also in the Ozark Region. Onions along Flint Creek in Benton County, Arkansas, the Danvers, Red Wethersfield and a white variety being grown, will yield this year about 300 bushels to the acre, and as they sell readily at \$1 per bushel they are obviously a profitable crop. The preferred variety in Southwest Texas is the Bermuda which yields enormous crops under intense culture. It has not yet been introduced further east.

The manufacture of ribbon cane molasses, containing all the sugar there is in the cane, is being undertaken at Beaumont, Tex., Lake Charles, La., and numerous other places, and the people of that section enjoy the pure article. The Northern consumer is not so fortunate, because every barrel of it is promptly diluted and adulterated when it gets north of the Mason and Dixon's line, placing it on par with the bogus maple syrup. A movement is being organized with a view to vigorously prosecute all dealers and manufacturers who handle adulterated ribbon cane molasses.

When the Snow Begins to Fly.

It was James Whitcomb Riley, Indiana's most famous poet, who sang:

"When the frost is on the punkin and
the fodder's in the shock,
And you hear the kyouck and gobble of
the struttin' turkey-cock,
And the clackin' of the guineas, and the
cluckin' o' the hens,
And the rooster's hally looyer as he tip-
toes on the fence;
O! it's then's the time a feller is a feelin'
at his best—
* * * * *

O! it sets my heart a clickin' like the
tickin' of a clock,
When the frost is on the punkin and the
fodder's in the shock.

Now, Riley had in mind the big, husky fellow, endowed with the vigor of youth and so robust that he could revel in a blizzard and feel all the better for it. Send him South to spend the winter, and you rob him of much that is real enjoyment. The snap and ginger of a frosty morning is a positive

tonic to one who is young and sound in limb and body. There are no finer sports than winter sports for those who are physically able to enjoy them. There are many others also to whom exposure to cold, damp weather is a positive injury and to whom a moderate climate is essential for health and comfort.

People who seek a winter residence are more likely to do so for considerations of health, or in the search of pleasure than for other reasons. The local attractions of the winter resorts have, therefore, much to do with the choice of a location. The Gulf coast commends itself strongly to those who have spent a winter there previously. On the coast the mild winters are bright with open sunshine and the thermometer rarely falls lower than 24 degrees above zero in midwinter, though at long intervals, say from six to ten years, a lower temperature is

encountered. During the greater part of the winter the Gulf coast farmer is preparing his land for the coming spring crops, and the herds are feeding on the open prairies. It is an ideal climate for a delicate constitution and open air exercise is possible nearly every day in the winter.

One of the most pleasant, refined family resorts, having ample accommodations, all desirable modern conveniences and the social amenities of an old settled community, is the city of Lake Charles, La. Its population is 17,000; its climate in winter most delightful and the surrounding scenery beautiful and interesting. The number of winter tourists is large enough for pleasant social intercourse and the opportunities for diversion and entertainment and plentiful. The family man will find Lake Charles the ideal location.

Within easy reach of Lake Charles are a number of important cities, all of which are well worth visiting. Beaumont and Port Arthur are close at hand, and in a few hours' ride Galveston, Houston, Orange, San Antonio and New Orleans can be reached. The nearest tropical countries, Cuba and Mexico, can be reached from Port Arthur or New Orleans. During the winter months the Gulf coast is teeming with game and fishing is also good. Lake Charles, Beaumont and Port Arthur offer unusual attractions in this direction.

Lake Charles, La.

This bustling little city is situated on the banks of a beautiful lake and a broad river. A more beautiful sheet of water cannot be found than the lake after which the city is named. It has a wide-awake, thrifty and ambitious population and is situated where its possibilities for expansion are practically unlimited. To the east and south is a vast expanse of prairie, occupied by many rice farms, and on the north, so close to the upper part of the city as to be shadowed by it, begins the illimitable forest of yellow, long-leaf pine, covering an area of hundreds of square miles. The deep Calcasieu river, which fills the lake with its pure

fresh waters, affords easy transportation to the Gulf.

In the business part the city is modern and up-to-date, having many stately structures of stone and brick; but it is the residence portion, old and quaint in a few places, but numbering hundreds of beautiful modern cottages, set in residence lots large enough to admit of abundant floral embellishment and the cultivation of shrubbery and flowering vines, that is highly attractive. There are miles of shady streets, and surrounding Lake Charles are some of the finest driveways to be found anywhere in the South, particularly so as much of the foliage remains green all the year round.

Calcasieu river and its several lakes afford the most attractive boating waters, and the very large number of business and pleasure boats of all sorts, ranging from the aboriginal dug-out pirogue to the beautifully finished cabin launch, attest the popularity of this sport. The waters abound with oysters, shrimp and crabs and with every variety of fish, from the despised mudcat through the list, which includes the mullet, pompano, flounder, redfish, Spanish mackerel, sheepshead, fresh and salt water trout, to the king of game fishes, the tarpon. Along the water courses, nearly all of which are navigable, there is an abundance of game, including the deer, fox, raccoon, bear, rabbit, squirrel, snipe, becasine, partridge, rice birds, plover, wild duck, geese, woodcock, etc.

When the first cool breath proclaims that the North is putting on her robe of snow, the honk of the wild goose is heard as he comes to spend the winter in the Gulf marshes, and with him come untold thousands of every wild duck known to Audubon. They feed for a time in the rice fields, from which the ripened grain has been but recently harvested, then join the geese and brant in the coast marshes. The winter climate of Lake Charles is balmy, even when grim cold prevails in northern latitudes and often in January and February are gay with flowers.

Opportunities for amusement and diversion in Lake Charles are abundant. Being located between New Orleans

and Houston, the best theatrical productions are staged here, and driving, boating, fishing, hunting and bathing are the order of the day almost all the year round. Mr. Leon Locke, secretary of the Board of Trade, Lake Charles, La., will be pleased to answer any letters of inquiry.

Beaumont, Texas.

Beaumont is a city of about 25,000 people. It lies on a bluff some thirty feet above the Neches river and has good natural drainage, which is utilized in the city sewage system. The business part of the city, which has been almost entirely rebuilt within the last five years, consists of substantial stone and brick buildings, all modern in design and appointment. The residence portion, consisting largely of attractive frame dwellings set in large lots, has some of the most handsome wooden buildings in the South. The streets and sidewalks are well paved, and among the local institutions are an adequate sewage system, municipal waterworks, electric lighting and street car service, a fine commodious opera house, several large hotels, parks and modern conveniences of all kinds.

The climate all the year round will compare favorably with that of many reputed health resorts. Outdoor sports can be pursued about 340 days out of the 365 days in the year. As it is never too cold to be in the open air, anyone so desiring could fish for perch in the river and lakes or for tarpon in the Gulf, or shoot snipe and quail on the surrounding prairie, or deer in the pine forests, hunt the bear in the big thickets, or exercise on the golf links or the tennis courts.

In the country surrounding and adjacent to Beaumont there is much to attract the tourist, pleasure seeker, sportsman, and fisherman. Nearly all points of interest are readily accessible by steam or gasoline launches and pleasure boats. Mr. J. A. Arnold, secretary of the Chamber of Commerce, Beaumont, Tex., will be pleased to furnish any desired information.

Port Arthur, Texas.

Port Arthur, situated on navigable water deep enough for ocean-going

ships and distant ten miles from the open Gulf, is the youngest of the southern seaports. It was platted in 1897, has now 6,500 people and has become an important shipping point, clearing as it does between 400 and 500 ships per year and handling cargoes of lumber, oil, cotton, grain, meats, rice and merchandise valued at \$15,000,000.

Being situated on a large, landlocked lake, with fine boating facilities, and good fishing in the lake, in Sabine Pass and the open Gulf, it is during the summer months the center of attraction for thousands of people, who esteem it a watering place and pleasure resort. During the summer season from 20,000 to 30,000 people go there to spend a few days in and on the water.

During the winter months hunters and fishers congregate at Port Arthur. Those who enjoy hunting have ample opportunity for the exercise of their skill. Feathered game abounds in countless numbers and in great variety along the lakes, bayous, rivers and about the rice farms. Wild geese, brants, mallards, canvasbacks, teal and other ducks, curlew, pheasants, quail, Jacksnipe, etc., are found in great numbers everywhere in the vicinity. By taking a boat at Port Arthur and sailing up the Neches or Sabine rivers into the dense pine forests, deer, bear, wildcats, foxes, etc., will be found in sufficient numbers to be interesting, and besides these there is no lack of squirrels and turkeys.

Fishing is good all the year round at Port Arthur in the lake, the pass, the rivers and bayous, though during the winter months the tarpons and jewfish frequent the warmer waters of the Gulf. For information concerning Port Arthur, Tex., address G. Kramer, secretary of the Board of Trade.

Inland Winter Resorts.

The inland resorts along the Kansas City Southern Ry. are famous rather for the quality of their waters than for other reasons, and while visited by large numbers of people during the summer months, are also visited during the winter by those seeking relief from physical ailments. The altitudes vary from 1,000 to 1,500 feet and, while oc-

casionally visited by a sharp frost during the winter are, nevertheless, pleasant abiding places.

Neosho, one of the most beautiful little cities in Missouri, has about 3,500 people and is 1,100 feet above sea level. It has several flowing wells of sulphur, magnesia and lithia water, which are noted for their curative properties and are highly recommended in the treatment of rheumatism, kidney troubles, skin and blood diseases. Immense springs of the purest free stone water furnish the supply consumed in the city. The hotel accommodations are good and the natural scenery in and about Neosho is charming in many ways. Mr. Lee D. Bell, secretary of the Commercial Club, Neosho, Mo., will be pleased to furnish any desired information.

Sulphur Springs, Ark., altitude 1,000 feet, lies in a beautiful little valley, surrounded on all sides by wooded hills two or three hundred feet high. The permanent population is about 600, though quadrupled during the summer months. The town has a beautiful park, a large lake for fishing and bathing and the medicinal springs which make the place famous as a health resort. There are sulphur springs, saline springs and chalybeate springs, variously used for the cure and relief of liver disorders, malaria, rheumatism, gout, kidney disorders, stomach troubles, catarrh, complaints peculiar to women, etc. During the summer months there is a very large attendance from Texas and Louisiana, etc., while Dakota and other states are usually represented in winter. Mr. E. Bee Guthrey, Sulphur Springs, Ark., will, on request, furnish any desired information.

Siloam Springs, Ark., is a picturesque little city of 4,000 people, and lies at an altitude of 1,163 feet above

sea level. It is a great fruit and poultry shipping point, has several fine parks, a pleasure lake and, close at hand, much fine scenery. The chief attraction of the little city is the abundance and purity of the waters of the mineral springs in and about the city. There are claimed for these waters, and numerous certified to, many permanent cures of chronic troubles, such as acute muscular rheumatism, inflammatory rheumatism, diseases of the stomach, dyspepsia, gastric catarrh, jaundice, liver complaint, malaria, etc., etc. The popularity of Siloam Springs as a health resort bears out fully all the claims made for the curative properties of its water. The accommodations for visitors are good and ample and the little city is a pleasant place to stay in. Write to W. T. LaFollette, care State Bank, Siloam Springs, for information.

The city of **Mena, Ark.**, altitude 1,250 feet above sea level, population 6,500, is a very popular resort for summer visitors from Louisiana and Texas, as well as for winter tourists from the Northern states. Its high altitude makes it a very desirable abiding place in summer and it is far enough south and has the requisite climate to be a most pleasant place to stay in during the winter months. It has several good hotels and accommodations can also be had with private parties. Three miles south of Mena are the famous Bethesda Springs, fifty-three in number, and known for half a century as highly curative. Numerous other springs, many of them medicinal, are found in the vicinity. The drives around about Mena are among the most attractive in the state from a scenic point of view. For information concerning accommodations, etc., address Mr. Donaldson, secretary of the Commercial Club, Mena, Ark.

Industrial Notes.

ANDERSON, MO.—The contract for building the new school house has been let to the Anderson Concrete & Constructing Co.

BEAUMONT, TEX.—The Producers' Turpentine Co., now being organized, will establish the largest turpentine plant in the world

at Elizabeth, La., in Calcasieu Parish. The distilling plant will be capable of handling the product of 5,000 acres per annum and will employ from 400 to 500 men. The J. S. & W. M. Rice Co., who built a lumber mill at Ward, La., six months ago, are now

cutting 60,000 feet of lumber per day and carry a pay roll of 180 persons.

BEAUMONT, TEX.—The Southern Lumber Co., recently incorporated, will establish a saw mill of 25,000 feet capacity. The Beaumont Saw Mill Co. will extend their tram ways and also make extensive improvements and enlargements in their plant. Collier Bros. will build a saw mill at McLean Park, five miles west of the city.

DE QUEEN, ARK.—The first Sevier County fair will be held this fall. The preliminary steps for the establishment of a municipal waterworks system have been taken by the city council. An improvement district has been formed for this purpose. The Bear Creek Oil & Gas Company will soon begin development work. It is believed that there is an abundance of oil in this vicinity. A mile of concrete sidewalks and two miles of concrete gutters have just been completed. On the Huddleston and Joe Conway farms, near Murfreesboro, in Pike County, eighty good merchantable diamonds have been mined. Machinery is now being installed for the purpose of working this ground in a systematic way. Some of the farmers in this vicinity have realized \$200 per acre on the crops of early radishes, which have been marketed in St. Louis and Kansas City, Mo.

DE QUEEN, ARK.—The peach crop of Sevier County will exceed 200,000 bushels, most of which was sold before it was matured to fruit dealers from Texas.

DE RIDDER, LA.—The De Ridder Steam Laundry Co., capital \$3,000, has been chartered and has opened up for business. The charter of the Galloway Lumber Co., domicile, De Ridder, La., capital \$10,000, has been filed with the Parish Clerk. The products of the new plant will be lumber, shingles, lath, staves, fence posts, ties, etc. The Cannon Lumber Co., capital \$5,000, has filed its charter and will engage in the manufacture of shingles, ties, lath and staves. The Merchants' & Farmers' Bank, of De Ridder, has been chartered with a capital of \$50,000. The contract for building a new hotel to cost \$18,000 has been let. It will be a two story building, 66 by 100 feet in dimensions and will contain 112 guest rooms.

FORT SMITH, ARK.—The largest municipal contract ever let in the southwest was that of this city for the construction of 78 miles of streets (paved) and 80 miles of sewerage. The paving is to cover every street and avenue in the city. The two contracts represent a money value of two and one-half million dollars. The Little Rock and Fort Smith Gas & Oil Co. has been incorporated for the purpose of supplying Little Rock and Hot Springs with natural gas from the gas fields near Fort Smith. The capital of the new company is \$300,000. The stockholders of the Fort Smith Hotel Company have decided to construct a six story hotel building of 177 rooms. The building will cost about \$250,000 when finished. The site for the hotel has been purchased at a cost of \$37,000. The Fort Smith Bank & Trust Co. has absorbed the Bank of Arkansas and has

increased its capital stock to \$200,000. A new handle factory, making a specialty of shovel handles, is in course of construction. Capital \$25,000. The W. E. Mueller Lounge & Upholstering Co. and the Acme Spring Bed & Mattress Co. have been consolidated into one factory, the capital being increased to \$12,000. The Acme Mattress company's plant will be enlarged to meet the requirements of both. The Burke Brick Plants, representing an investment of \$110,000, will be ready for manufacturing by July. The daily output will be 100,000 bricks per day. A 500 horse power engine and 24 octagonal kilns will be used in this plant.

FORT SMITH, ARK.—The Hiawatha Coal Company, a new corporation, has purchased the coal properties of the Witte Coal Company at Coaldale, Ark., and also secured a lease of 1,000 acres of coal lands. The new company is incorporated with a capital of \$100,000.

FRONTENAC, KANS.—Franchises for operating electric railways within the city limits have been granted to the Girard Coal Belt Electric Railway and to the Pittsburgh Railway and Light Company.

GRAVETTE, ARK.—The Sanders Fruit & Manufacturing Co., capital \$50,000, has been organized for the purpose of operating a vinegar factory and manufacturing other products from fruits.

JOPLIN, MO.—The construction of the new casket factory has been begun. This plant will be the largest of its kind in the west. The new buildings under construction or contract or to be soon erected, are the following: The Newman building, 100x100 feet, six stories, to cost when completed half a million dollars; the J. Frank Walker building, 50x93 feet, three stories, to cost \$20,000; the Taylor flats and the Hass flats, to cost \$16,000; a twelve room high school addition, to cost \$20,000; the Auditorium building, to cost \$17,000, and an enlargement of the garage of the Joplin Automobile Co. Plats showing the location and overflowed land of the proposed \$1,000,000 electric power plant to be built on Grand river, 12 miles southwest of Alton, I. T., have been filed with the Secretary of the interior. The proposed plant will have 15,000 horse power.

JOPLIN, Mo.—The Joplin Casket Company are now building a two story brick factory with a monthly capacity of 600 to 800 caskets. The following new mining companies have recently been incorporated: The Delta Mining Co., capital \$50,000; The Manchester Zinc Co., capital \$100,000; The Lucky Seven Mining Co., capital \$50,000; The Aledo Mining Co., capital \$96,000; The Pottsville Mining Co., capital \$20,000; The Tenderfoot Mining Co., capital \$100,000.

JOPLIN, MO.—The lead and zinc ore mined in the Joplin District during the first three months of 1907, exceeds in quantity that shipped during the same period in 1906, in the value of \$1,171,288. This ratio, maintained during the year, would show an increase of \$4,000,000 and a total of \$20,000,000. The Southern Bridge Co., who are

erecting a \$300,000 steel structure, are making good progress on the work. Over 2,000 tons of steel will enter into the construction of this building. Joplin expects to have a new railroad, the Missouri & North Arkansas, within the next ninety days.

LAKE CHARLES, LA.—The Union Irrigation Co., of Pennsylvania, capitalized for \$1,600,000 has purchased the right of way thirty miles long, running west from Bayou Cortabau to the Mermonteau, for the purpose of building an irrigating canal 350 feet wide. Contracts to irrigate 25,000 acres have been let, though ultimately the acreage will cover several hundred thousand acres. The Southland Turpentine Co. are establishing a turpentine camp near this city to extract turpentine from pine stumps. The machinery is now being installed and the plant will represent an investment of \$15,000. The North American Land & Timber Co., of this city, have purchased the Indian Bayou Irrigating Canal and will at once enlarge the same so that 10,000 acres can be irrigated from it. This company now has 25,000 acres of rice lands under irrigation and is building a new canal between Sweet Lake and Lake Misere. The Calcasieu Chautauqua Association have leased the pleasure pier and will hold a two weeks assembly there this season. The Southwestern Lumber Co. have purchased 32,000 acres of hard wood lands from J. B. Watkins and from the Orange Land Co. for \$271,580. About 75,000 barrels of salt water come from the various oil wells in this region per day. Experiments are now being made to determine if this salt can be utilized commercially. The oil production is now about 10,000 barrels per day, bringing a price of \$1.05 per barrel. The Evarth Lumber Co., doing business ten miles east of De Quincey, La., has been incorporated with a capital of \$50,000. The Lake Charles Sanitarium Association have let the contract for the new sanitarium, which will cost, when completed, about \$30,000. Construction began about May 1, 1907. U. S. government experiments are now being made here in the production of matting grass, of which, quantities to the value of \$5,000,000, are annually imported from Japan. This grass can be readily manufactured by the use of American machinery already in existence. The Swift-Caffall Carriage Company will erect at an early day, a commodious concrete building for the accommodation of their carriage and implement business. The M. E. Church, South, is being enlarged at a cost of \$1,500. Articles of incorporation have been filed by the Clooney Construction & Towing Co., capital \$3,000, organized to construct and repair vessels of all kinds and to engage in towing and transporting freight and passengers. Messrs. Leon and I. J. Viterbo will soon begin the construction of a new two story brick business building 50x100 feet in area. The Long-Bell Lumber Co. are now employing 125 men in the construction of their new lumber sheds and dry kilns.

LOCKSBURG, ARK.—Messrs. Runnel Bros. are now erecting a hard wood saw mill here. The daily capacity will be 10,000

feet of lumber and from 12 to 14 persons will be permanently employed.

MENA, ARK.—At a recent meeting of the Mena Fair Association it was voted to hold a county fair during the summer of 1907. The U. S. congress has voted an appropriation of \$1,800 to pay the expenses of a geological survey of the Arkansas slate fields in Polk, Montgomery, Howard, Scott and other counties. The state of Arkansas has voted an additional \$1,000 to aid in this survey. The Heath Valley Slate Company, who own slated deposits 15 miles south of Mena, have placed Mr. G. E. Ridge, of Bloomington, Ills., in charge of the development of their quarries. A contract has been let for the construction of a skating rink, 75 by 100 feet in area and to cost \$3,000. The order of Elks have decided to build a club house here at a cost of \$10,000. According to the last public school census, the city of Mena is now sixth in the state in point of school population, which now numbers 1560, coming next to Texarkana, Ark., which has 85 more.

MENA, ARK.—The live stock shipments from this point in the last two months amount to 21 cars of hogs, 2 cars of cattle and 2 of sheep. A contract has been let for the construction of a Natatorium and good progress is being made on the work. Final arrangements have been completed for the construction of a railroad hospital, the same to cost \$40,000. It will be a commodious three story brick building, modern and up-to-date in all respects.

MENA, ARK.—Ground has been recently purchased for the erection of a summer resort hotel. The hotel building will cost \$25,000, and the grounds which comprise 40 acres, will be laid out in a park, containing a large lake. The hotel will have its private waterworks system and be modern in all respects, containing in all fifty or more guest rooms.

NEOSHO, MO.—A contract has been let for the construction of the Haas building to cost \$20,000. A total of 99 cars of strawberries and large quantities by express were shipped this year. The yield was 100 crates per acre in the average, though on some fields 300 crates were obtained. The price ranged from \$3 per crate to \$1.25 per crate with an average of \$2 per crate. \$120,000 were received for strawberries and \$22,000 were paid to the pickers.

NEOSHO, MO.—The First National Bank of Neosho has increased its capital stock from \$30,000 to \$50,000. It has now a surplus of \$60,000 and deposits of \$250,000.

PICKERING, LA.—The Gulf Land & Lumber Co., who own 125,000 acres of timber land, will build a saw mill at Cravens, 16 miles southeast of Pickering at a cost of \$1,000,000.

PITTSBURG, KANS.—The new Manual Training Normal School, for which the plans are now being prepared, will cost \$100,000 for the building and \$50,000 for the equipment, \$50,000 more being provided for its maintenance the first year. The production of zinc spelter for 1906 was 225,949 short tons in the United States. Of this the state of

Colorado produced 6,260 tons, Illinois, 48,238 tons; Missouri, 11,088 tons; other states, 30,167 tons, and Kansas, 129,741 tons. The First Baptist Church of Pittsburg is to be remodeled at a cost of \$5,000. Mr. G. L. Cannon has recently established a factory for the purpose of making cloth gloves and mittens. About twenty machines are used in the factory. A large number of new coal mines have been opened in the vicinity of Pittsburg. Among these are the new shaft of the Cockerill Coal Co., near Orma, 6 miles north, the coal being found at a depth of 170 feet; two new shafts of the Crowe Coal Co., who are building 200 new houses and are installing a waterworks plant; the M. Simone shaft, 2 miles south of Pittsburg; four new shafts of the Central Coal & Coke Co.; three new shafts of the Crowe Coal Co.; three shafts of the Western Coal & Mining Co.; all work of Pittsburg; the Clemens Coal Co.'s new shaft at Mulberry, where a new coal camp is being established; a new shaft of the Frontenac Coal Co. at Frontenac. A new coal spur 5 miles long from Orma to Dunkirk, Kans., is under construction and two new mines will be opened on this spur. The depth of the coal on the Western Coal & Mining Co.'s properties, 5,000 acres, is 225 feet and the thickness of the vein is 40 inches. The new opera house at Scammore, to cost \$15,000, has been contracted for. It will comfortably seat 800 people. The Home Heat, Light & Power Company have added a 500 horse power boiler and 275 horse power Allis-Chalmers Corliss engine and a 200 kilowatt generator to their equipment. Natural gas is used for fuel.

SALLISAW, I. T.—The Sallisaw Bank & Trust Co. has been recently organized and will soon open up for business.

SHREVEPORT, LA.—It is reported that S. W. Lindsay, John Lindsay, and others, will establish a wagon factory, investing about \$100,000.

SHREVEPORT, LA.—Among the new corporations recently chartered in Shreveport are the following: The Allen-Wadleigh Lumber Co., capital \$50,000; The Vivian Mercantile Co., domicile, Vivian, La., capital \$15,000; The Planters Company, warehouse men, capital \$500,000; The Stockley Hughes Co., wholesale fruit, produce and merchandise, capital \$50,000; The Pleasant Hill Lumber Co., capital \$35,000; The Bertrand-Davis Co., general merchandise, capital \$25,000. The National Ginners Association reports the amount of cotton ginned up to March 2d, at 12,716,000 bales. Contracts have been let for a new school building costing \$39,800; a dwelling house for Mrs. Jordan, cost \$6,000; the Continental Bank & Trust Co. building, cost \$90,000; the Commercial Bank will build an eight story building to cost \$200,000; the Caddo Parish School Board, a High School, to cost \$50,000; the First Baptist Church, a new structure to cost \$60,000, and the Henderson Iron Works a new shop to cost \$10,000.

SILOAM SPRINGS, ARK.—Mr. O. L. Gregory, of the Gregory Vinegar Company, of

Paducah, Ky., has closed a final contract for the erection of a large vinegar factory, which will be completed in time to use this season's fruit. This new plant will consume 100,000 bushels of apples per year and will consume much good material that heretofore went to waste.

SILOAM SPRINGS, ARK.—The First National Bank of Siloam Springs, capital \$25,000 is the newest financial institution in the city.

SILOAM SPRINGS, ARK.—The city authorities have constructed several miles of new sidewalks, all granitoid, have graded several miles of streets and laid out a boulevard. The city parks have also been greatly improved. The Oklahoma Vinegar Co. have taken over the local vinegar plant and have enlarged it for the coming fruit crop. They have contracted with the local truck growers for their product of 300 acres of cucumbers. The contract has been let for the construction of the new school building, which, completed, will cost \$25,000. The Chautauqua Association has constructed a steel auditorium for the assembly which has cost approximately \$25,000.

SULPHUR SPRINGS, ARK.—Mr. A. M. Counterman, Dr. Wyatt of Fort Smith, Mr. Chas. Williams, Mr. Wm. Duff, Mr. Jones and Mrs. D. Frost have recently completed new cottages, varying in cost from \$800 to \$1,500. Mr. G. W. Burgess and a committee of the Joplin Retail Merchants Association have purchased a five acre tract in town on which to build a club house to cost \$10,000. The accommodations for the use of visitors now comprise 150 rooms, situated in three hotels and in private cottages; the average rate for board and lodging being \$7.00 per week. Between April 26 and June 26, the following excursions have been at Sulphur Springs, the K. C. S. trainmens, 1,300 persons; the K. C. S. conductor's excursion, 550; the Baptist Sunday school, 350; the Joplin Retail Merchants Association, 800; the Woodmen of Kansas City, Mo., 125; the Regent Club of Pittsburg, Kans., 200. Total 3,325 persons.

TEXARKANA, ARK.—The Arkansas Brick Company has been incorporated with a capital of \$10,000. The daily capacity will be 40,000 brick.

TEXARKANA, TEX.—A party of twenty capitalists from several states recently examined the cement rock deposits and the cement works at White Cliffs in Sevier County. It has been given out that they will take over these properties, enlarge and improve them and operate a million dollar cement plant.

WALDRON, ARK.—Mr. J. B. Bicknell, of Birmingham, Ala., has secured options on 7,000 acres of coal land in Scott County. There are two six foot veins under this land. The mines, which will be located at Coaldale, Ark., will be opened very soon.

WESTVILLE, I. T.—Major von Hartman, who is building several saw mills in the Indian Territory, will establish a planing mill and box factory at his point.

The Kansas City Southern Railway Company's Agricultural, Industrial and Commercial Information Bureau.

If you are seeking a location for the purpose of opening a farm, planting an orchard, raising commercial truck, growing rice or sugar cane, raising live-stock or poultry, or for the purpose of establishing fruit canneries, and evaporators, preserving, pickling or vinegar works, or to build and operate tanneries, flour mills, grist mills, cotton gins, cotton mills, woolen mills, cotton seed oil mills, fertilizer works, or to manufacture pine and hardwood lumber, wagons, agricultural implements, furniture, cooperage, fruit packages, boxes, paper stock, wood-ware of every description, to operate a creamery or cheese factory, or to quarry building stone, marble or slate, or to manufacture brick, tile, sewer pipe or clay products of any description, or to mine coal, lead, zinc, iron, or to bore for oil or gas, or to engage in a mercantile business of any kind, or operate foundries, machine shops or iron works, or, if you desire to travel for health, for pleasure or for sport, for all of which there are splendid opportunities on the line of the Kansas City Southern Railway, write to

C. W. NUNN, Industrial Agent, Thayer Bldg., Kansas City, Mo.

F. E. ROESLER, Immigration Agent, Thayer Bldg., Kansas City, Mo.

The following named parties will be pleased to furnish information concerning local conditions and opportunities in their respective towns and cities:

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| Amoret, Mo.—Bank of Amoret, R. W. Rowe, cashier. | Grannis, Ark.—Horticultural Association, J. A. Burdette, secretary. |
| Amsterdam, Mo.—Bank of Amsterdam, C. A. Emerson, cashier. | Grannis, Ark.—First Bank of Grannis. |
| Amsterdam, Mo.—Commercial Club, Geo. V. Boswell, secretary. | Gravette, Ark.—Bank of Gravette, A. E. Kindley, cashier. |
| Anderson, Mo.—State Bank of Anderson, A. Dimond, cashier. | Gravette, Ark.—Fruit Growers' Association, E. H. Gosper, secretary. |
| Anderson, Mo.—Berry Growers' Association, W. E. D. Roark, secretary. | Gravette, Ark.—Commercial Club. |
| Anderson, Mo.—Commercial Club, J. H. Qualls, secretary. | Howe, I. T.—Bank of Howe. |
| Ashdown, Ark.—Little River County Bank, W. C. Martin, cashier. | Joplin, Mo.—Commercial Club, Marion Staples, president. |
| Ashdown, Ark.—Fruit Growers' Association, T. J. Lott, secretary. | Joplin, Mo.—Miner's Bank, J. H. Spencer, cashier. |
| Beaumont, Tex.—Chamber of Commerce, J. A. Arnold, secretary. | Lake Charles, La.—First National Bank, N. E. North, cashier. |
| Cove, Ark.—Cove Horticultural Society. | Lake Charles, La.—Board of Trade, Leon Locke, secretary. |
| DeQueen, Ark.—Bank of DeQueen, Geo. G. Bell, cashier. | Leesville, La.—Truck Growers' Association, R. H. Bonham, secretary. |
| DeQueen, Ark.—Fruit Growers' Association, J. C. Cannon, secretary. | Leesville, La.—Bank of Leesville, La. |
| Decatur, Ark.—Fruit Growers' Association, E. N. Plank, secretary. | Lockesburg, Ark.—A. Rawlins. |
| DeRidder, La.—DeRidder State Bank, O. B. Pye, cashier. | Mansfield, La.—Progressive League, W. F. McFarland, secretary. |
| Drexel, Mo.—Interstate Bank, C. C. Cable, cashier. | Many, La.—Sabine Valley Bank, Frank Hunter, cashier. |
| Elk Springs, Mo.—Ozark Home Building Co., Fort Smith, Ark. | Many, La.—Many Fruit Farm, Daniel Vandegaer, manager. |
| Fort Smith, Ark.—Commercial Club. | Mena, Ark.—Bank of Mena, F. N. Hancock, cashier. |
| Fort Smith, Ark.—Merchants National Bank, C. S. Smart, cashier. | Mena, Ark.—Horticultural Society. |
| Gentry, Ark.—State Bank of Gentry. | Mena, Ark.—Rev. Father A. P. Gallagher, Rev. Geo. Kirschke. |
| Gentry, Ark.—Commercial Club. | Neosho, Mo.—Bank of Neosho, W. G. Willis, cashier. |
| Gentry, Ark.—Fruit Growers' Association, O. W. Patterson, secretary. | Neosho, Mo.—Commercial Club, Lee D. Bell, secretary. |
| | Neosho, Mo.—Fruit Growers' Association, J. H. Christian, secretary. |

Pittsburg, Kas.—National Bank of Pittsburg, A. H. Lanyon, cashier.
Pittsburg, Kas.—Commercial Club, Frank McKay, secretary.
Port Arthur, Tex.—Board of Trade, G. Kramer, secretary.
Port Arthur, Tex.—First National Bank, Geo. M. Craig, president.
Poteau, I. T.—National Bank of Poteau, W. A. Campbell, cashier.
Poteau, I. T.—Poteau Fruit Farm, Ed McKenna, manager.
Richards, Mo.—Bank of Richards, L. D. Huffaker, cashier.
Sallisaw, I. T.—First National Bank, R. W. Hines, cashier.
Sallisaw, I. T.—Sallisaw Improvement Co., E. S. Reynolds, manager, Kansas City, Mo.
Sallisaw, I. T.—Commercial Club, J. C. Berry secretary.
Siloam Springs, Ark.—Ten Thousand Club, C. Harrington, president.
Siloam Springs, Ark.—State Bank, W. T. La Follette, cashier.
Siloam Springs, Ark.—Fruit Growers' Association, C. A. Ford, secretary.
Sulphur Springs, Ark.—Sulphur Springs Co., E. Bee Guthrey, manager.
Spiro, I. T.—Choctaw Commercial Bank, E. L. Hickman, cashier.
Spiro, I. T.—Commercial Club, W. B. McCann, secretary.
Stilwell, I. T.—Bank of Stilwell.
Texarkana, Tex.—Truck Growers' Association, Vic Buron, secretary.
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Shreveport, La.—Progressive League, Louis Brueggerhoff, secretary.
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Joplin, Mo.—Marion Staples, 111 6th street.
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Lake Charles, La.—Chavanne & Field, Majestic Hotel.
Lake Charles, La.—North American Land & Timber Co., H. G. Chalkley, manager.
Lockesburg, Ark.—Lockesburg Colony, K. C. S. Land & Immigration Co., Kansas City, Mo.
Mansfield, La.—W. E. Singleton.
Mena, Ark.—Dennis, Kelley & Stratton.
Mena, Ark.—S. D. Shrewsbury.
Neosho, Mo.—J. M. Z. Withrow.
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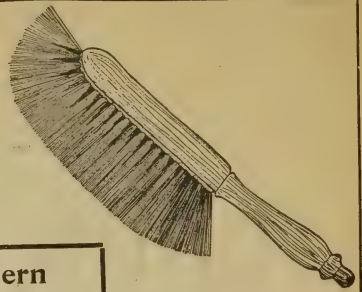
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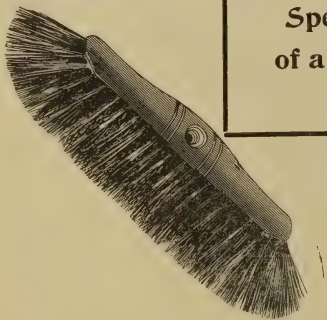
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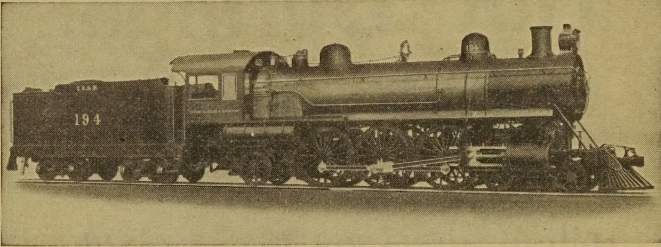
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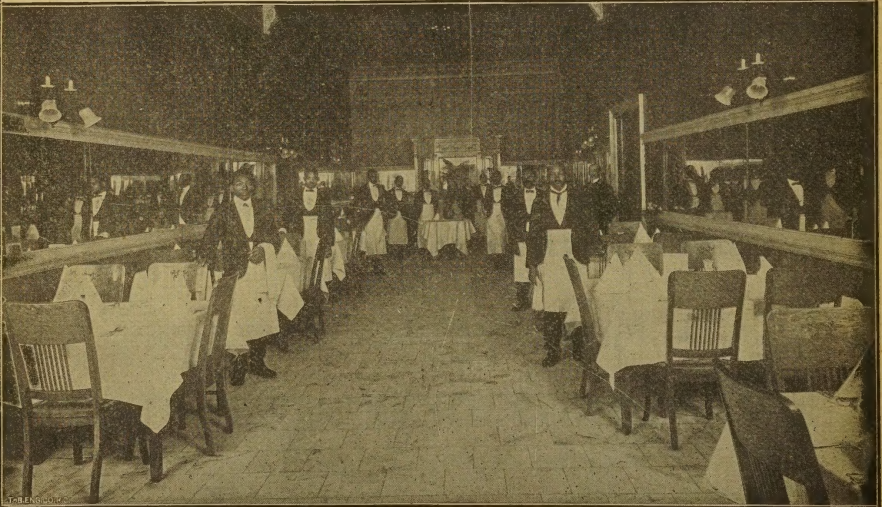
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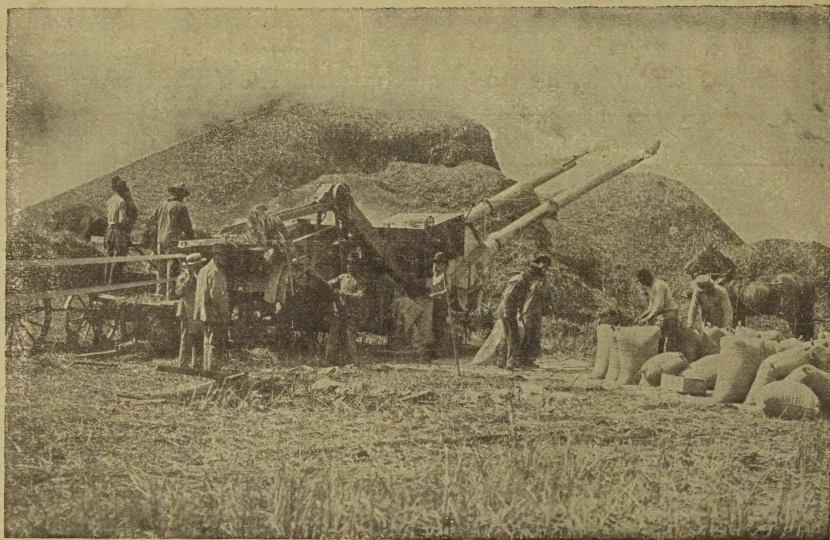
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